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Oil, Paint and Drug Reporter

Founded 1871 by William O. Allison *Member Audit Bureau of Circulations*

THE CHEMICAL MARKET AUTHORITY SINCE 1871

Volume 140
Number 20

Published by
Schnell Publishing Company, Inc.

November 17, 1941

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Salt Output Checks Outlawed by F.T.C.

OPD Washington Bureau
November 13, 1941

The Federal Trade Commission ordered Salt Producers Association, Detroit, a trade association, twenty companies manufacturing and distributing a large percentage of all the salt produced in the United States, and the New York firm of Stevenson, Jordan and Harrison, Inc., and two of its officers, to cease and desist from a combination or conspiracy to fix or maintain prices for and curtail or regulate the production or sale of salt.

The respondent producers are:—Avery Salt Company, New Orleans; Barton Salt Company and the Carey Salt Company, Hutchinson, Kan.; Cayuga Rock Salt Company, Myers, N. Y.; Colonial Salt Company, Akron, O.; Detroit Rock Salt Company, Detroit; Diamond Crystal Salt Company, Inc., St. Clair, Mich.; International Salt Company, Scranton, Pa.; Jefferson Island Salt Company, Inc., Louisville, Ky.; Hardy Salt Company, St. Louis; Morton Salt Company, Chicago; Myles Salt Company, Ltd., New Orleans; Mulkey Salt Company, Detroit; Ohio Salt Company, Wadsworth, O.; Ruggles & Rademaker Salt Company, Chicago; Saginaw Salt Products Company, Saginaw, Mich.; Union Salt Company, Cleveland; Watkins Salt Company, Watkins Glen, N. Y.; Worcester Salt Company, New York; and American Salt Corporation, Kan-

—Continued on page 33

Alcohol for Explosives To Be Made from Corn

OPD Washington Bureau
November 10, 1941

Conversion of surplus corn, now in the hands of the Commodity Credit Corporation, into alcohol for use in the manufacture of smokeless powder will begin shortly under arrangements just completed by the Ordnance Department of the Army and the Commodity Credit Corporation, it was announced today by the War Department. The 10,000,000 bushels of corn, now stored in commercial warehouses throughout the middle west by the Commodity Credit Corporation, have been set aside for this purpose.

Another 10,000,000 bushels are being held in reserve for possible later use. As much of the total of 20,000,000 bushels will be used as is required to keep the smokeless powder plants supplied with alcohol. The corn will be turned over to commercial distillers for conversion into alcohol, which will then be shipped to the various smokeless powder plants throughout the country.

DCAT to Hear Thailand Economic Adviser

David Sherman Green, economic adviser to Thailand, will be the guest speaker at the annual meeting of the Drug and Chemical Section of the New York Board of Trade, to be held in the Drug and Chemical Club, this city, November 18. Mr. Green will speak on "Today's Foreign Trade Picture."

A.P.M.A. to Meet In Washington, Dec. 8-9

American Pharmaceutical Manufacturers' Association will hold its mid-year convention in the Mayflower hotel, Washington, D. C., December 8 and 9. Sessions on December 9 will be devoted to discussion of the priority subject. Reservations at the hotel are in charge of C. DeWitt Coffman, senior assistant manager of the Mayflower.

Formaldehyde Price Open for Embalming

OPD Washington Bureau
November 12, 1941

Formaldehyde solution of any strength, in any quantity, may be sold at any price if it is sold for use as an embalming fluid. The Office of Price Administration, at the request of OIL, PAINT AND DRUG REPORTER, has ruled that the formaldehyde price ceiling order does not apply to embalming fluids.

Paragraph (b) of section 1335.58 of the price ceiling order defines formaldehyde as follows:—

"Formaldehyde" means (1) U.S.P. solution of formaldehyde (37 percent of formaldehyde by weight) or (2) any other solution of formaldehyde except lots or quantities sold for commercial use as embalming fluids.

It is the stated position of OPA that the excepting phrase, "except lots or quantities sold for commercial use as embalming fluids," applies both to U.S.P. solution of formaldehyde and to other solutions of formaldehyde.

Tanning Extracts Export Licenses to Be Revoked

OPD Washington Bureau
November 12, 1941

Existing general licenses for the exportation of vegetable dyeing and tanning extracts will be revoked, effective midnight November 20, 1941, with respect to all countries except Great Britain and Northern Ireland, Canada, Newfoundland, Iceland and the Philippine Islands, according to instructions issued today by the Economic Defense Board, Office of Export Control.

Extracts affected by the new instructions are as follows:—Chestnut extract, other dyeing and tanning extracts, crude dyeing and tanning materials, logwood extract, and quebracho extract.

Phenols Allocation Order Covers Pure and Crude Acids

OPD Washington Bureau—November 10, 1941

A complete allocation system covering phenols was provided for in an amendment to General Preference Order M-27, issued by Donald M. Nelson, Director of Priorities, today. The original M-27 imposed a milder form of controls on phenols as of August 30. Under the terms of the new order, the Director of Priorities, on and after December 1, will give specific directions monthly as to shipments of phenols.

Regulations contained in Priorities Regulation No. 1 generally will apply, according to the amendment, and a special inventory report will be required for all persons, except producers, who have more than a 30-day supply on hand, based on the year ending September 30, 1941. A preference rating of A-10 is assigned by the amendment to all defense orders of phenols not otherwise assigned.

Reason for the new order, Mr. Nelson explained, is a current shortage caused by the increased use of plastics in aircraft production and heavy military export demands. New phenol plants now under construction will not be in operation for three or four months. The order applies to phenols of all grades and all related products. Text of the order follows:—

Phenols Defined

Section 969.1 (General Preference Order No. M-27) is hereby amended to read as follows:—

Phenols mean:—

(1) Synthetic phenols of all grades and from whatever source derived.

(2) The acids, either in pure or crude form, recovered from coaltar distillates or petroleum, comprising chiefly phenol, ortho cresol, meta cresol, para cresol and xylenols and various mixtures of these products.

'Producer' means any person engaged in the production of phenols and includes any person who has phenols produced for him pursuant to toll agreement.

—Continued on page 39

Methanol Distribution Control Tightened

OPD Washington Bureau
November 12, 1941

The Office of Production Management today amended General Preference Order M-31, in order to conserve the supply and direct the distribution of methanol. The amended order becomes effective immediately and unless sooner terminated by the Director of Priorities will expire on July 31, 1942. Text of the order follows:—

Whereas, the national defense requirements have created a shortage of methyl alcohol (methanol) for defense, for private account, and for export, and it is necessary, in the public interest and to promote the defense of the United States, to conserve the supply and direct the distribution thereof.

Now, therefore, it is hereby ordered that—871.1 General Preference Order M-31 (a) Definitions. For the purpose of this order.

Methanol Defined

(1) "Methyl alcohol" (methanol), known also as wood alcohol, means methyl alcohol in any form and from whatever source derived.

(2) "Natural origin methyl alcohol" means methyl alcohol produced by the destructive distillation of wood.

(3) "Synthetic methyl alcohol" means methyl alcohol manufactured by any process other than by the destructive distillation of wood.

(4) "Producer" means any person engaged in the production of methyl alcohol and includes any person who has

—Continued on page 52

Rubber Processors To Report Inventories

OPD Washington Bureau
November 12, 1941

Rubber processors operating plants in more than one community were ordered today by Donald M. Nelson, Director of Priorities, to submit reports within fifteen days on distribution of rubber supplies among individual plants during July, including rubber released by the Rubber Reserve Company. The action was taken to determine if rubber, one of the most vitally needed defense materials, is being equitably distributed among plants throughout the country.

If the ratio of distribution differed materially in subsequent months, the processors must also submit full re-

—Continued on page 43

Critical Materials All-Out Allocation Program Devised

OPD Washington Bureau—November 12, 1941

Preparation for the allocation of all critical materials throughout American industry has been started in parallel action by the Supply Priorities and Allocation Board and the Office of Production Management.

SPAB has laid down the principle that where feasible the allocation programs should be developed in such a way that minimum quantities of the needed materials would be assured to essential industries whose operations are curtailed.

SPAB has announced that it authorized its executive director to request OPM to obtain detailed production programs, industry by industry, for 1942. It stipulated that these programs should contain ample information to indicate the month-by-month requirements of critical materials needed for the production of military, industrial and civilian items, and essential public services. It also directed that these programs should show similar requirements for repair parts and capital expenditures.

OPM has issued an administrative order setting up the machinery by which the whole program of requirements is to be developed, outlined the manner in which the various industrial branches and other units of OPM are to work together toward this end, and instituted a new system of handling preference ratings in harmony with this program, which rating system will become effective December 1.

In substance, the development of an allocation program will proceed roughly as follows:—An industrial branch in OPM takes the first step, calling on its several sections to develop requirements programs for each industry which manufactures the products for which the branch is responsible.

Each program is built up by the branch or by its section, through consultation with the Industry Advisory Committee involved and also through discussion with either or both of the armed services, depending on the nature of the product and the materials used in its manufacture.

—Continued on page 61

Plastics and Rubber Advances to Be Discussed

Mechanical applications of rubber and plastics are among the subjects of outstanding importance to be discussed at the forthcoming annual meeting of the American Society of Mechanical Engineers at Hotel Astor, this city, December 4. Subjects to be discussed are:—

"Practical Aspects of Vibration Isolation," W. C. Keys, United States Rubber Company.

"Advances in Rubber and Plastics During 1941," F. L. Yerzley and G. M. Kline.

"The Uses of Plastics in Aircraft Construction," H. N. Haut, Bellanca Aircraft Corporation.

"Influences of Molecular Structure on the Properties of Plastics," G. E. Landt, Continental Diamond Fiber Company.

OPD Price Index

The OIL, PAINT AND DRUG REPORTER'S relative record of prices for chemicals, oils, and drugs is currently as follows:—

Nov. 14, 1941.	Nov. 7, 1941.	Nov. 15, 1940.
134.6	134.5	105.5

Essential oils and aromatic chemicals are up somewhat from the preceding week; oils, fats, and waxes are down a little. All other groups are unchanged.

The base of the OPD Price Index is the average of prices in 1926 and 1936, those years representing extremes of price undulations in the interwar period.

Closing Markets

Refined Sulphur Renewed

A leading producer announced that contract prices for various grades of ground and refined sulphur will be extended into the first quarter of next year at current levels.

Tallow Lower

Tallow declined ¼c. in local and Western markets on Friday. Sales here were estimated at 1,000,000 pounds; in the West 3,000,000 pounds. Greases were also ¼c. lower here.

Defense Materials Price-Index Trend

The Bureau of Labor Statistics' index of prices for strategic materials registered an advance of 0.3 percent during the week ended November 8. An increase of $7.00 per flask in quotations for mercury brought the index up to 143.3 percent of the August, 1939, level. This equals the high point since the outbreak of the European War, previously reached on October 11.

Index numbers of market prices of strategic and critical materials are:—

(August, 1939 = 100)

1941.	Strategic.	Critical.
Oct. 25	142.8	116.6
Nov. 1	142.9	116.8
Nov. 8	143.3	116.8

Bids Wanted

Alcohol:—2,000,000 pounds for smokeless powder; Bureau of Supplies & Accounts, Navy Department, Washington; schedule 9411, opening November 21.

Calcium Hypochlorite: — Supplies of; Quartermaster Depot, 1619 Pershing Road, Chicago; invitation 99-199, opening November 21.

Cellulose Acetate:—11,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 979, opening November 19.

Gasoline:—3,058,000 gallons; Bureau of Supplies & Accounts, Navy Department, Washington; schedule LL 9446, opening November 18.

Lead:—4,000 pounds for caulking; Commanding Officer, Picatinny Arsenal, N. J.; procurement 975, opening November 21.

Glue, Animal:—2,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 1009, opening November 25.

Fuel Oil:—6,500 gallons; Commanding Officer, Picatinny Arsenal, N. J.; procurement 963, opening November 19.

Metal Cleaner:—20,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 961, opening November 19.

Muriatic Acid:—100,000 pounds; Commanding Officer, Picatinny Arsenal, N. J.; procurement 962, opening November 19.

Corrugated Shipping Containers Rules Revised

OPD Washington Bureau
November 10, 1941

Modifications of regulations governing the shipping of freight in corrugated and solid fibre shipping containers, which are expected to save approximately 10 percent of the paperboard used in that manner, have been put into effect on American railroads as a result of cooperation by the railroads with the Containers Branch of the Office of Production Management.

With the approval of Commissioner C. B. Aitchison of the Interstate Commerce Commission, an order modifying the container regulations has been issued by the Classification Committee of the Association of American Railroads.

The effect of the modification will be to provide for defense uses between 250,000 and 300,000 tons of paperboard per year without using any additional raw materials or supplies. The Containers Branch of OPM believes this will enable the fibre box manufacturers to meet all present shipping container demands.

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Chemical Price Boost Lessened

There was noticeably less price-boosting last week in the markets for industrial materials of the chemicals, oils, and drugs category; in fact, one division experienced a net lowering of the price level. Fine chemicals, especially in or near the pharmaceutical group, were again the field of most price-upping; although it was impossible to get as representative a picture of small-lot and resale transactions on the heavy side.

Prices were advanced on dichloropentanes, various amyl compounds, normal butyl chloride, ephedrine, domestic and Argentine casein, peppermint and spearmint oils, tolu, peppers, saffron, some oilmeals, domestic egg yolk, several medicinal salicylates at resale, gum rosins, gum turpentine, dried blood at Chicago, and cottonseed meal in the Southeast.

Prices were reduced on lard, cottonseed and linseed oils, gum arabic sorts, Ceylon citronella oil, cloves and some other spices, and Alleppo turmeric.

The result of the changes is shown in the *OPD Price Index* at the top of the column on the left.

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Dr. M.H. Ittner Named Perkin Medalist

Dr. Martin H. Ittner has been elected to receive the Perkin Medal of the Society of Chemical Industry for 1942. The medal is awarded annually for outstanding work in applied chemistry, and the medalist is selected by a committee representing the five chemical societies in the United States. The medal will be presented January 9 at a meeting to be held at the Chemists' Club, this city.

Dr. Ittner was born in Berlin Heights, Ohio, May 2, 1870. He received a B.A. degree from Washington University in 1892, and after two years additional work there received a B.S. degree. In 1895 he received an M.A. degree and in 1896 a Ph.D. degree from Harvard Graduate School. In 1930 Colgate University conferred on him an honorary Ph.D. degree and in 1936 he received an LL.D. from Washington University.

For almost 45 years Dr. Ittner has been in charge of research at Colgate-Palmolive-Peet Company or predecessor companies. Among Dr. Ittner's many contributions is his development of a successful commercial process for the hydrogenation of fatty oils, on which process he has been granted a number of patents. He has also made valuable contributions in the field of distillation and he holds several recent patents pertaining to new processes for glycerin production.

Semet-Solvay Names A. E. Scherm President

Leigh Willard has resigned as president of Semet-Solvay company, a wholly-owned subsidiary of Allied Chemical & Dye Corp., to become president of the Interlake Iron Corp., Cleveland. Albert E. Scherm, vice-president of the Semet-Solvay company, has been appointed president succeeding Mr. Willard.

Paint Priorities Clinic To Be Held December 2

"Paint Priorities Clinic," sponsored by the National Paint, Varnish and Lacquer Association, will be held in the United States Chamber of Commerce Auditorium, Washington, D. C., December 2 and 3. The clinic, starting at 10:30 a. m., Tuesday, will be presided over by George H. Priest, jr., priorities consultant to the association.

Magnesium Control Now Complete

OPD Washington Bureau
November 14, 1941

Office of Production Management today ordered complete control of magnesium and magnesium products under a program designed to route supplies into needed defense operations pending completion of new magnesium plants which will get into production by summer of 1942.

Oil Export Control Eased

OPD Washington Bureau
November 14, 1941

The office of export control today announced modification of export licensing control in respect to shipment of low-grade petroleum products. The action extends to Atlantic ports the same regulations as those in effect at Gulf and West Coast ports.

Texas Magnesium Project Fund Is Increased

Jesse Jones, Federal Loan Administrator, has announced that Defense Plant Corporation, RFC subsidiary, at the request of the War Department, has authorized an increase in its commitment with International Agricultural Corporation for additional facilities for plants to be located at Austin, Texas., and Carlsbad, N. M., from $12,317,000 to $12,601,347. These facilities will be used in the production of metallic magnesium. The plants will be owned by Defense Plant Corporation and operated for its account.

Northwestern Phosphate Survey Group Named

OPD Washington Bureau
November 12, 1941

Secretary Ickes announced today that he had established a consulting committee on Northwestern phosphates. The membership includes representatives from the Departments of the Interior, Agriculture and the Tennessee Valley Authority, as well as several distinguished experts in the field.

The consulting committee is expected to present a plan for consideration by the Secretary of the Interior and for presentation to appropriate governmental agencies. It will, after such preliminary work as is necessary, proceed to the Northwest for the study of the situation at first hand.

Secretary Ickes has asked the consulting committee to investigate both the possibilities of low-cost fertilizer production and low-cost distribution to the farmers of the Northwest.

Among the various tasks assigned to the committee are that of securing estimates of fertilizer consumption in the four Northwestern States, by class and utilization, basing these estimates on price levels which may be obtained by the establishment of a Northwestern fertilizer plant and distribution system, and on quantities sufficient to meet the needs of the farming areas that can be served.

The committee will also make a compilation of technical data relating to location, plant size, costs and other pertinent factors. And methods of financing such plants.

The committee will make recommendations relative to the distribution of fertlizers on a cost basis, and as to possibilities of establishing fertilizer plants in coordination with industrial establishments now located in the Northwest, since some by-products of chemical companies are essential parts of fertilizers.

The membership of the committee follows:—

Chairman, Stephen Raushenbush, chief of the branch of planning and research, Division of Power, Department of the Interior; Robert M. Salter, head soil scientist in charge of the Division of Soil and Fertilizer Investigations, Department of Agriculture; Dr. Harry A. Curtis, dean, College of Engineering, University

—*Continued on page* 47

U.S. Blacklists 519 More Firms

OPD Washington Bureau
November 10, 1941

Secretary of State Cordell Hull today issued the third supplement to the blacklist originally proclaimed by President Roosevelt on July 17. The supplement contained 519 additions and 59 deletions from this country's blacklist of Latin-American firms and individuals believed to be acting in the interest of Germany and Italy.

The original proclamation listed the names of more than 1,800 firms and individuals who were considered 'blocked nationals' and with whom no American transactions could be permitted. The second supplement to the list contained sixty-five deletions.

Duff and Benson Elected McK.&R. Vice-Presidents

McKesson & Robbins, Inc., has elected two new regional vice-presidents who will assume their duties January 1. T. O. Duff, Chattanooga, Tenn., was named regional vice-president in charge of the South Central district, replacing J. L. Bedsole of Mobile, Ala., who asked to be relieved of this responsibility for reasons of health. He will remain as vice-president and head of the McKesson wholesale house at Mobile and will continue as a director.

A. B. Benson, manager of the company's Boston house, was named regional vice-president for the New England district taking over from George Van Gorder who has been assigned to executive duties at the New York office and who will continue as regional vice-president of the New York metropolitan district.

Washington Talks It Over

Observations • Prognostications • Developments

By OPD Observer

The new allocation system which is widely heralded as replacing priorities probably never will be refined to the point of earmarking every pound of material except a relatively few of the scarcest critical materials. Nor will it completely displace the preference rating system. The two systems have been in existence side by side for many months, but recently emphasis has been shifting rapidly to allocation. Neoprene has been under complete and detailed allocation since the priority system started, and varying degrees of allocation have been applied to several alloying metals. The new SPAB announcement simply means that the system will be expanded. In one sense it means that priority orders themselves are now subject to priority control, because so many priority orders were being issued that there was not enough material to fill them, and so some sort of a check had to be applied from above. Steel, most other metals, and a lot of other commodities will be allocated pretty close to 100 percent—a small percentage may be left in a "kitty"—but OPM does not have the personnel to go right down the line on everything.

It will take a long time to work out the system for more than the most critical materials, and in the meantime the preference rating system will operate as in the past as long as there is any material which may be obtained on a preference rating.

More Chemicals—but—

In spite of the enormous increase in facilities for the manufacture and processing of chemicals now under way, nondefense users of chemicals will probably face continued shortages in industrial chemicals next year. While no figures with respect to private expansion of facilities are available, the Federal government program for chemical munitions contemplates the expenditure of more than $1,000,000,000 for expanded facilities. Estimates based on government contracts awarded to private chemical concerns indicate that approximately an additional $200,000,000 is being spent privately for new facilities, many of which will be of permanent value to the industry after the emergency is over. However, the defense program is expected to consume virtually all new chemical production, thus leaving civilian consumers in about the same position in which they now find themselves—faced with serious shortages on all sides.

Chemical Quotas Soon

Chemicals will be among the first of the major production groups to be placed under the new allocations system announced about a week ago by SPAB. The process of conversion from the present priorities system to the new program of allocations is expected to take some time, several months at least, and the present plans are to convert industry by industry. In addition to chemicals, steel, aluminum, and copper are slated to be among the first industries to be converted.

Habit-Forming Drug Names

Final regulations on labeling derivatives of habit-forming drugs should be promulgated in a few days, and the text will show whether or not there will be a revival of the battle waged by the trade over the charge that the tentative wording would break down the validity of registered trademarks. This charge was pressed vigorously at the hearings early last Spring, and attorneys of the Federal Security Agency have been studying the evidence and briefs for months. The FDA position was that, where a trademark was the only convenient and generally used designation for a product, that designation automatically becomes the legal "common or usual name" for purposes of labeling under the food, drug, and cosmetic act. What then, asked the manufacturers, becomes of trademark rights? FDA modestly said its law must bow to the trademark law, so that the owner of a trademark which has been designated a common name for a habit-forming drug has a monopoly on its sale. But the trade feared the drug law would take precedence over the trademark law, and any manufacturer could use a trademark after FDA designated it a common name. For that reason the new regulations will be studied closely by drug lawyers.

Titanium Near Control

Growing shortages in supplies of titanium are being closely watched by the OPM Priorities Division, and it is understood that a tentative order providing for a strict system of allocations and full inventory control has been prepared by the division and will be invoked in the near future, unless the situation improves sharply, along with a number of other industrial chemicals where shortages are appearing with increasing regularity.

Parceling the Drugs

Far from satisfied with the operations of the priority system, the drug trade is equally apprehensive about the new allocation program, if, as, and when it gets around to drugs and medicines. The health supplies rating plan gives priorities to a manufacturer of medicinal chemicals, so he is presumed to be able to fill all orders from makers and packagers of drug preparations but, it doesn't always work out that way, and the latter have not been able to get priority recognition from OPM, though they are still trying hopefully. A system of detailed allocation might remedy this, but proprietary manufacturers are worried. The so-called "ethical" manufacturers probably would get first call on supplies for prescription goods, but a lot of these also make preparations for sale over the counter, of the same general class as the products of strictly proprietary manufacturers. The fear is that the "ethicals" might hog all the materials and snuff out competition from the "proprietaries." OPM has been asked to set up an industry committee to handle just such problems, but hasn't got around to it.

Labor Rule Simplification

Economy and concentration on defense are causing a consolidation of the Fair Labor Standards Division and the Public Contracts Division of the Department of Labor which have been separately enforcing, respectively, the wage-hour and Walsh-Healey acts. The house appropriations committee recommended this consolidation months ago, but the administration demurred because organized labor wanted the two kept separate for reasons not well understood elsewhere. Employers have much to gain if the consolidation goes through, particularly if it is followed up by elimination of duplicate reports, records, regulations, and inspections. With increasing segments of industry working on government contracts, the scope of the Walsh-Healey act keeps increasing, but at the same time its excuse keeps decreasing as minimum wages and overtime pay are no longer burning questions of the hours.

Spreading the Contracts

Red, white and blue trains, truck caravans, traveling exhibits, and peripatetic clinics are all parts of the subcontracting efforts of Floyd B. Odlum, former "Boy Wonder of Wall Street," head of OPM Division of Contract Distribution. His idea is that small manufacturing concerns will be able to bid on defense work if they can see and handle bits and pieces of armament and materiel. Odlum has also divorced his field offices from the Federal Reserve System (because of small business' distrust of bankers) and is opening offices in every industrial center as fast as he can get the men and money. But his greatest problem lies

—*Continued on page* 47

Substitute Materials Listed by D. of C.

OPD Washington Bureau
November 12, 1941

Information on substitutes for defense materials, developed by governmental, industrial, and other agencies, has been compiled to an extent by the Bureau of Foreign and Domestic Commerce in an issue (Business Series No. 22) of its Industrial Reference Service bulletins. The data have to do with strategic, critical, and essential materials for defense. They are, as the bureau points out, by no means complete and are in fact but a few of many possibilities.

The Office of Production Management is working with manufacturers in their search for substitute materials. Several industries, of which paint manufacturers are an outstanding example, are carrying on intensive searches in that direction. The problem is being attacked also with the assistance of the National Bureau of Standards along the line of simplification of styles and reductions of sizes.

In large part, the data in circular No. 22 have to do with substitutes for metals as such. Other information involving chemicals and related materials includes the following—the circular points out that some of the listed items are becoming scarce, requiring a substitute for a substitute, and advises those seeking substitute materials to check thoroughly the future availability of promising items:—

Aluminum foil.—Oiled paper, glassine, tinfoil, leadfoil, cellophane, parchment paper.

Aluminum paint.—Barite and carbon black paint vehicle—gray. "Gray totrust" (titanium base pigments and a special penetrating oil).

Asbestos (in kerosene range kindlers). —Glass.

Casein.—Soybean protein.

Chlorine. — Amount to be reduced; fewer sizes and colors and elimination of fancies and novelties in writing paper and other lines.

Cork.—Barks of the pau santo and other trees in Brazil resemble corkwod in appearance and properties.

Cosmetic oils.—Use synthetic oils to replace imported material oils.

Ethyl alcohol from molasses.—Corn and gasfield by-products.

Gasoline.—Alcohol, coal, wood, alcohol-gasoline mixtures, gasogenes (wood or coal).

—*Continued on page* 44

Transparent Materials Uses Narrowed by OPM

OPD Washington Bureau
November 13, 1941

A ban on many uses of cellophane and similar transparent materials derived from cellulose was ordered today in the interest of national defense. The order is effective immediately, but permits suppliers and their customers to use up existing stocks under certain conditions. Thereafter, these transparent materials cannot be used to package or manufacture products in the following categories.

Razor blades, cosmetics and soaps, textiles, rubber and rubber products (except for use as a substitute for Holland cloth in the backing of retreading stocks for tires), hardware, metals and sporting goods, paper and paper products, laundry, candles and wax products, electrical equipment (except its manufacture), and decorations and novelties, including molded paper hats, molded Christmas bells, molded flower pot covers, bows and

—*Continued on page* 52

OPM Names Robinson To Administrative Post

OPD Washington Bureau
November 12, 1941

The Office of Production Management today announced the appointment of James Gordon Robinson as administrative officer in the Office of Production Management, succeeding Jackson, who has resigned to enter private business. Mr. Robinson, for the past three years director of railroad unemployment insurance of the Railroad Retirement Board, will be in charge of personnel, supply, budget and planning, office services, mail and correspondence.

Work for the Salesman with Nothing to Sell

Sales Executives Tell of Services Which They Find Are Performed with Mutual Benefit for Buyer and Seller

H. G. Mackelcan

Vice-President in Charge of Sales
Innis, Speiden & Co.
New York

Frankly, I can't understand how any thinking organization would want to draw their men in from the road just because they have nothing to sell. To me it is more important to have our men in contact with their trade today than it even was in more normal times because in those days—may they soon come again—it wasn't nearly as difficult to keep customers satisfied as it is today. The salesman, who is the real contact man, can do a real job, not only for the customer but for his company, because of his knowledge of customers' needs.

In addition to this I can't agree that there isn't something to sell in that there is a constant growth of new products and new demands which must be satisfied. Unless our men are in constant contact with their trade we feel that definite opportunities will be lost not only for the present but for the future.

Actually, we have opened a new branch in Cincinnati and we have put on a number of new salesmen.

The situation may become even tighter than it is today and that time may come when there really is not enough work for the outside men to do. When that happens there will be plenty of it in the office, but under present conditions we expect our men to contact the trade just as often as they did in normal times and make full and complete reports of all calls.

Henry F. Herrmann

Sales Manager
General Dyestuff Corporation
New York

The dyestuff business is so complex, in that a great variety of products is involved, that our selling problem differs materially from that of producers of heavy chemicals who, in most instances, offer a very limited line.

For the most part our salesmen and technical men are busier than ever before in taking care of their trades' requirements with the products which are available, as against types which the trade may have been using before and which are less freely obtainable. Substitutions of this sort when skillfully made frequently result in the production of satisfactory merchandise and it is only the method of dyeing or coloring which is changed and not the ultimate quality.

From this you will readily see that we need our men today as much, if not more than ever.

P. J. Wilson

President
Wilson Carbon Company
New York

Our sales efforts continue, energetically directed to the future, with our men spending their time in the laboratories and plants of our customers helping in the development of new products—and themselves!

This policy of cooperation, we think, should be permanently established. It seems to be most agreeable to all concerned and is undeniably a constructive procedure for both buyer and seller.

E. R. Coyle

Sales Manager
The Neville Company
Pittsburgh

We have never felt and do not feel now that we have too many salesmen.

While, due to the pressure of business at the home office, we are not able to make as many selling trips as normally, our men still do go out to see the trade and find it even more interesting and profitable than usual, because all buyers are ready and willing to listen to salesmen these days who have anything to offer in the way of replacement ideas, or old or new products. Necessity is still the mother of invention, and many people are using and considering using these days products that they would have not considered a year or two ago.

While it is true that most products sell themselves, in a by-products business such as we conduct, there are always items that we are anxious to get rid of, for which there is in normal times little demand. Putting these products to good use now is very important, as is the development of new products to meet emergency demands.

We have always felt, and still feel, that we would like to see our customers oftener, or at least as often as we have something interesting and new to tell them about, or some idea about how we can help them. Active, busy times are to our liking, because customers are more than usually cooperative and there are opportunities everywhere for enlargement, expansion, new products, new ideas, and more service.

R. M. Stevenson

Sales Manager
Givaudan-Delawanna, Inc.
New York

We have not yet arrived at a situation where we consider it advisable to curtail the normal activities or our sales force.

Ours is a highly specialized business which requires very close contact between our salesmen and the manufacturers we serve. We feel also it is perhaps more important now than ever before that we keep very close contact with our trade so we have a clear understanding of their situation and in that way endeavor to serve them to the best possible advantage under the present very trying conditions.

Even if the situation should become more serious, we would not like to have our buyers reach the conclusion that we are not sufficiently interested to maintain a close association because, regardless of the duration of the present emergency, it is, from a long-range standpoint, only a temporary condition, and when it is over both buyer and seller would be bound to lose something if the contact was not maintained.

Ralph A. Clark

Sales Manager
J. T. Baker Chemical Company
Phillipsburg, N. J.

The question of the value of salesmen today is a very active one. Your recent symposium among the purchasing agents was entitled 'The Work of the Salesman with Nothing to Sell." We will take exception to this general title because we feel that we do have something to sell. Our product today is not merchandise but goodwill, and there is certainly a splendid opportunity for a smart salesman to sell good-will for his company today.

We know of no better way of stating our position than to quote a recent advertisement which we used in OIL, PAINT AND DRUG REPORTER and other trade publications:—

"Lately there has been a lot of talk about Government restrictions, acute shortages — which has stimulated heavy buying. In short, a SELLER'S MARKET.

"The facts are true, but the idea of a seller's market will never be accepted by the J. T. Baker Chemical Co.

"We may be temporarily short on certain items, we may have to withdraw items from the market, but we will still stick to our basic thinking—that for our customers it's a BUYER'S MARKET.

"We are not unmindful of the days when orders were difficult to secure. Our loyalty to our customers is second only to our loyalty to Uncle Sam himself. No stone is ever left unturned to supply you with what you want, when you want it.

"It is in this spirit that we serve old customers and hope to make new friends."

So long as we accept the thesis that this is a buyer's market, then we have need for good salesmen, and it is the intention of our company to continue selling aggressively whether it be merchandise or good-will.

W. J. Weed

Manager of Sales
Niagara Alkali Company
New York

Our salesmen are continuing to call on their customers, rendering every service possible, the same as before the emergency.

The duties of our salesmen, however, are somewhat different now in that instead of trying to obtain additional orders they are trying to keep the customers happy with a fair quota of goods, and in many instances our salesmen have shown customers how to use less to advantage.

The time formerly taken up by salesmen trying to develop new accounts is now spent to some extent in the preparation of much needed records, and, of course, salesmen's reports must be just as complete when allocating a customer less than he wants as when the salesmen were trying to get orders for more than the buyer wanted to buy from them.

James G. Park

Vice-President
Standard Alcohol Company
New York

It is our opinion that it is more important to have a sales force functioning at this time than at any time since 1933. Our reasoning in this matter is that the raw material supplier is probably a little closer to the policies now being formulated regarding the supply of raw materials than the customer can possibly be. If the salesman is kept reasonably well informed he can help his trade in many of their problems, especially those experienced by the small business man. We feel that it should be the part of a salesman's function to help out his customers in sorting their own orders and advising them regarding priorities, so that he can insure as close a flow of goods as possible at this time.

Whether or not services of this kind will be continued as a regular function after the present emergency is obviously contingent on the same sort of demands made on the material after the war is over.

'Help the Customer'

Sales Manager
Chemical Manufacturer
New York

We are not so far away from 1914-18 that we have forgotten all we learned then about customer relations. Consequently our representatives may be found to a considerable extent at the same old stands. There is much of a very worthwhile nature that they do for us in these hectic days, that differs only in degree from what they accomplish in the piping times of peace.

Fortunately, we have a wide and diversified line of products, and it so happens that they are not all critical at the same time. This diversification affords our men an opportunity to develop business in fields not previously cultivated as extensively as we would wish under normal conditions; it enables us to work out with our customers alternate methods of production, and alternate formulas under certain conditions, utilizing the more available materials.

In most territories our people devote considerable attention to procurement offices of the services and similar programs, and carry forward our general service program.

There is nothing particularly new or unusual in what our representatives are doing these days. There really are no new tools to use in the selling job, but there is a lot of learning how to use the old ones properly.

C. L. Wiswall

Director of Sales
R. & H. Chemicals Department
E. I. du Pont de Nemours & Co.
Wilmington, Del.

Fundamentally our salesmen have the same problem now as in the past; that is, to establish to the best of our ability the necessary customer relations to the end that we may solve our mutual problems as buyer and seller to the maximum advantage to both parties. Obviously, under today's conditions, the problems concerned are quite different from those of two or three years ago, but the methods of approach have not changed as there is no substitute for sitting down and talking the problem over.

C. K. Wellenkamp

General Manager
Aromatics Division
General Drug Company
Brooklyn

Our salesmen, far from being idle at the present time, are busier than they ever were before in their lives. In these days there are special jobs for the sales force which did not exist before. Shortage of materials has resulted at times in the necessity of advising customers with regard to the advisability of covering their needs; of preventing certain customers from oversupplying themselves, thus creating artificial shortages; of keeping merchandise out of the hands of speculative jobbers; of offering advice to customers with regard to the substitution of new products for those which are absolutely not obtainable. In short, the well-trained salesman who has been through the years during which we experienced an economy of plenty has knowledge which stands him in good stead now, during our economy of scarcity.

Far from letting any of our salesmen go, we value their services more highly now than we ever have in the past.

Robert E. Anderson

Director of Advertising
National Gypsum Company
Buffalo, N. Y.

Our mills are all oversold and our salesmen are spending more time turning down orders than they are accepting them. But, this company is sufficiently confident of the future to begin now on its largest advertising and sales promotion program in its history.

This gives the salesmen an opportunity to sell the value of the "Gold Bond" dealer franchise even though he can't sell many of the individual items. In other words, he can concentrate his efforts in pointing out to the dealer, in good times or bad, the value of being affiliated with this company.

Also the salesmen can concentrate on lines of merchandise which would not be pushed in normal times. For example, our general-line salesmen sell, primarily, plaster, wallboard, lath,

metal lath, lime, and insulation boards. Recently we acquired the General Insulating and Manufacturing Company, which put us in a strong position to market rock wool. Our rock wool mills are not badly oversold, thus our men can concentrate on getting a strong distribution set-up on this new "Gold Bond" product.

Another example of particular interest to you is the activity of our men on our paint line. As you know, we market the "Sunflex" line of cold water paints. In the past our general-line salesmen have sold a small volume of paint to the lumber dealer trade and we have always accepted the fact that to sell a large volume of "Sunflex" we would have to concentrate more on the paint stores.

Before the present emergency our salesmen were too busy to do a real good job on other groups of outlets. The volume they could obtain on paint would not warrant their spending the time necessary to cultivate and service paint stores in their territory and at the same time keep up their frequent contacts with the lumber dealers.

This emergency, however, has enabled the general-line salesmen to spend more time with the paint trade. It is now economically sound for him to spend the necessary time to open new paint accounts and do all the missionary work that that entails. When the emergency is over, he will be able to service these paint dealers which he has acquired during the emergency, even though he will not be able to do the spade work to get more paint accounts then.

A third activity of our salesmen in these times is to concentrate on training the retail salesmen operating out of lumber dealer yards. This training work will stand us in good stead when this emergency is over.

W. R. Fritsch

Sales Manager

Kentucky Color & Chemical Company

Louisville, Ky.

Salesmen are just as important to us now as they are during ordinary times, in fact, in many respects, they are even more important.

In the first place, during the present mad rush some buyers have the desire to "stock up" just as much as possible on all raw materials, and part of the salesman's job is to check past purchases and see that no such stocking-up takes place. This procedure protects all buyers, large as well as small, and is the only fair way to act under present conditions.

While we are not doing as much traveling now as usual, nevertheless we have not quit traveling entirely, in fact have not curtailed it very much. The salesman's job is to call on the customer and explain to him why he cannot have all the material he wants —and this sometimes takes real salesmanship. Some buyers just do not seem to understand that raw material houses are limited on the raw materials which they, in turn, can purchase.

To sum up, our salesmen are just about as busy now as at any time, although their work is of a different nature.

W. M. Stieh

Vice-President

F. W. Berk, & Co.

Wood Ridge, N. J.

Too many people are apt to take the word, "selling," as meaning something that transpires between the buyer and the salesman at the point of contact. Our interpretation of selling means the full and complete transaction, from the time the raw material goes into production, until it enters the customer's finished product.

Today, selling is far more complicated than ever, and many sales managers find themselves confronted with more work now than ever before. It is definitely true that the time consumed at the point of contact has been considerably reduced, but on the other hand, the time consumed to complete the sale has been greatly increased, because of the ever-increasing governmental regulations, scarcity of raw materials, and transportation delays.

If there ever was a time for a sales director to build a solid foundation for the future existence of his company, that time is today.

H. R. King

Vice-President

R. J. Prentiss & Co.

New York

We still find it advantageous to use salesmen to sell goods. Our situation is, of course, a little different in that we handle 700 to 800 items and we are using our organization now to increase our contacts with customers and to sell them such items which in the past we have not been able to interest them in.

We are also finding it advantageous to develop new accounts; in fact, we have increased our budget on salesmen's traveling expenses, and so far we have not been sorry.

C. P. Wilson

Manager

Products Department

California Fruit Growers Exchange

Ontario, Cal.

In spite of the fact that most other sources of supply for oil of lemon have practically vanished insofar as this country is concerned we have, as you know, maintained a steady, reasonable price for a long period of time and have taken care of business. The same is true though to a slightly less degree in the case of oil of orange, because some of that oil from other sources has been available.

In a somewhat similar fashion we have done our best to take care of our regular trade on citric acid and without increasing the price, though as you know that might very readily have been done.

You are not especially interested in our sale of orange and lemon juice products, nor in pectin, but we have followed the same policy with those products of keeping prices at the most reasonable level that is practical, and doing our best to take care of all of our trade.

I wonder if that does not point out the fundamental policy that we feel is the right one to follow. We have, as you know, thousands of customers in this country who have become more and more dependent on us for their supplies of the products we make. This particular department is exclusive sales agent for two basic producing companies of citrous products, namely the Exchange Orange Products Company and Exchange Lemon Products Company. Satisfactory continuation of our business is not going to depend on exorbitant profits which might be made during a war, but on the friends we retain after war is over and competition among sellers again becomes keen. We have faith in our friends and we have much evidence that they have faith in us, and we will try to do nothing to shake that faith, but rather to prove in these stressful times that we continue to justify it.

Regardless of tremendous variation in conditions that affect business, we believe that confidence in the person being dealt with is of maximum importance, and in these very stressful and frequently difficult times we are trying to justify that confidence which has been expressed by so many.

C. K. Mead

Manager of 'Glyptal' and Insulation Sales

General Electric Company

Bridgeport, Conn.

C. H. Lang, manager of apparatus sales, and chairman of the defense coordinating committee of General Electric, recently presented a paper entitled "These Are Critical Times for Salesmen." The following are abstracts from Mr. Lang's paper:—

The worst thing in the world for us to do under present circumstances would be to become resigned. It would be disastrous to sit back and say:— "What's the use of calling on customers if we can't give them what they want when they want it?" That's taking the short-term-view. Being sensible folks, we know it will be impossible to keep our "business as usual" sign well polished for some months—perhaps years.

This is the time for us to analyze our position in the rapidly changing commercial picture. Such an analysis must teach us that, if we are to retain our position or improve it when the emergency ends, we'll have to keep up our selling efforts all through the emergency.

In reality we have a much harder job than usual. Getting the order at any time is a challenge to our best talents. The current scene calls for business statesmanship of a high order on the part of every salesman.

Now is the time for our field organization to make a greater effort than ever before to maintain its contacts and help customers out of difficulties. That often takes a higher degree of true selling skill than getting a signature on a dotted line. Sound collaboration and frank understanding between salesman and customer must inevitably be a source of benefit to both. True, the benefits may not show immediately. But, if calls are made regularly, all possible service is given, and helpful suggestions are made for the solution of customers' problems, we may hope to have our customers with us when the fighting is over.

This is no time to be overwhelmed by the inability to meet all requirements. It doesn't mean going around slapping customers on the back and offering them cigars, either. It means consistent and intelligent contact with our regular accounts. It means looking ahead to the time when once again every order will be something to be carefully cultivated. The efforts we expend in this direction today are bound to pay for themselves many times over in the future.

Charles T. Thompson

President

Thompson-Hayward Chemical Company

Kansas City, Mo.

There never was a time, in my opinion, when salesmen have so much responsibility and opportunity for service and usefulness. First, this is one time when salesmen can really study and learn more about their products, or the products of their house, and learn the fundamentals behind the production of merchandise and something of their history, of the origin of their raw materials, of the conditions prevailing in areas supplying these raw materials.

All sorts of rumors and fairy tales are being circulated today about the usage of materials and what affects their present lack of supply. Generally, the facts are available, for the true picture. The knowledge that is available today should be stored up for future use until conditions again become normal.

Second, salesmen that are alert and observant have unlimited opportunities to locate sources of supply, dead stocks, and excess stocks that now can be liquidated and also help the customer in maintaining his production. A direct example might be noted in shortage of steel drums and containers today. To stimulate the location of these, we paid 50 cents per drum to the salesman who would secure these unused packages, with the result that we were deluged with more drums than we knew what to do with. Third, a salesman should constitute himself a traffic manager on the orders that have been placed with his concern for his customers; following them through, keeping the customer advised regarding the prospect of delivery and checking customers' future needs and anticipating when he will need additional goods so that sufficient time is given in which to secure the merchandise when it is ultimately going to be available.

Finally, the salesman should develop sufficient knowledge and properly explain to his trade the necessity for advancing prices when this becomes inevitable, and to give his customer an honest and true story of the reasons back of these advances so that the customer will accept them in the proper frame of mind, and build the good-will element that everyone not only needs today but will need in such greater proportion when we are again back to normal procedure.

C. H. Dresser

Director in Charge of Industrial Sales

Anderson-Prichard Oil Corporation

Oklahoma City

We discontinued taking all new accounts, that is, new distributor accounts, the early part of this year, figuring that we could increase our output on industrial solvents approximately 20 percent, and that our regular distributors would require approximately that percentage increase to take care of their customers. I believe it is safe to say that our salesmen are making more contacts today than ever before. Also that our Chicago laboratory is doing more work for various accounts from which we cannot gain anything except goodwill, than ever before.

In other words, we are attempting to help the purchasing agents, chemists and plant superintendents overcome some of their handicaps, occasioned by shortage of certain types of chemicals. We feel that by so doing we are creating much good that we can cash in on during the postwar period.

N. J. Hooper

General Sales Manager

Sharples Chemicals, Inc.

Philadelphia

We feel we need our salesmen more now than in any period of our existence. Through the personal contact of these men with their customers, we are able constantly to be fully in touch with the market and with the needs of our customers. We believe that a buyer appreciates being told in a personal conversation the facts concerning his needed raw materials. Many buyers complain that, at the present time, the irregular visits of salesmen from their established sources of supply appear shortsighted.

Salesmen, after all, are essentially servicemen. While they represent the employer, their chief responsibility is to service the requirements of the customer, and most customers require more servicing now than at any other time. Regular visits by trained salesmen also provide opportunities for a discussion of new products having potential value as replacement materials where shortages incidental to the defense program have developed.

We believe that these critical times and their effect in creating a so-called "seller's market" are more difficult from a salesman's standpoint than normal times, and it is unfortunate that many excellent salesmen are wholly incapable of meeting the demands of the present situation.

S. B. Penick, Jr.

Executive Vice-President

S. B. Penick & Co.

New York

"Work for the Salesman with Nothing to Sell" is, of course, a very interesting subject today. Comparatively only a small part of normal selling effort is needed to produce actual orders.

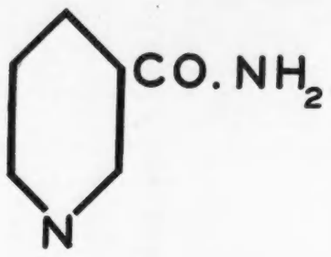
Our purposes are and have always been far beyond obtaining orders to the exclusion of other and more valuable work for our representatives in contacting our customers.

We are no different from many other manufacturers and distributors in our knowledge that our representatives must serve our customers, both those in hand and those desired, with a wide scope of technical and general information. It is not unusual that the purchasing head of our customer is compelled to look to us for guidance in qualities, in supplies, in market conditions, and for advices of a professional and scientific character, developed through our own and other research laboratories of the country.

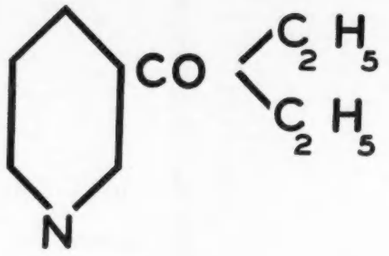
It is, therefore, clear that our representatives still have a major portion of their normal work to do if we are to continue to build our organization successfully in spite of the "nothing-to-sell" condition of the inventories generally.

—Continued on page 63

NICOTINAMIDE



NICOTINIC ACID DIETHYLAMIDE



Acetyl-p-aminophenyl Salicylate

Digitalin *(by French Process)*

High purity grade

TRADE MARK

Manufactured by

LEWISTOWN CORPORATION LABORATORIES

Executive Offices:

221 West 57th Street, New York

Cable Address "Lewtown"

Current Market Quotations

November 14, 1941

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Unless otherwise indicated, quotations are first-hands on large lots, f.o.b. New York. Price changes, trends, and resale prices are noted in the market reports, with other informative comment. The locations of the several reports is indicated on page 4.

18 LIBRARY

Defense Status of Materials

Application of SPAB regulations to materials listed below is indicated by superior figures as follows:—[1] Price Ceiling; [2] Price Suggestion or Agreement; [3] Full Priority Control; [4] Industry Control; [5] General Limitation Order; [6] Critical List (Army and Navy Munitions Board).

A

Acacia (see Gum, arabic).
Acetal, cbys., works.....lb. 1.00 - 1.50
Acetaldehyde, 99%, dms., 55 and 110 gls., works..lb. .11 - —
5 and 10 gls., works.....lb. .14 - —
Acetaldol (see Aldol).
Acetamide, CP, kgs., 5,000 lbs. a year, works..lb. .36 - —
200-lb. lots, works.....lb. .38 - —
100-lb. lots, works.....lb. .55 - —
5 to 50-lb. lots, works....lb. .70 - —
tech., kgs., 5,000 lbs. a year, works..lb. .28 - —
200-lb. lots, works.....lb. .30 - —
100-lb. lots, works.....lb. .45 - —
5 to 50-lb. lots, works....lb. .50 - —
Acetanilide, tech., cryst., bbls.lb. .29 - .31
powd., bbls.....lb. .27 - .29
USP, cryst., bbls., 2,000-lb. lots, lb. .32 - —
smaller lots.....lb. .33 - —
dms., 25-lb. lots.....lb. .38 - —
kgs., 2,000-lb. lots.....lb. .33 - —
smaller lots.....lb. .34 - —
powd., bbls., 2,000-lb. lots..lb. .30 - —
smaller lots.....lb. .31 - —
dms., 25-lb. lots.....lb. .36 - —
kgs., 2,000-lb. lots.....lb. .31 - —
smaller lots.....lb. .32 - —
Acetoacetanilide, dms.....lb. .47 - .65
Acetone, CP,[1,6] dms., c.l., dlvd.lb. .08½- —
l.c.l., dlvd.....lb. .09 - —
tanks, dlvd.....lb. .07 - —
Methyl (see M).

* The term 'Eastern' territory means the States of New Mexico, Colorado, Wyoming, Montana and all States east thereof, and the term 'Western' territory shall mean all other States of the United States.

Acetonitrile, dms., works.....lb. 1.00 - 2.00
Acetophenone, cns., dms.....lb. 1.55 - 1.60
Acetophenetidin, bbls., kgs., 1,000 lbs..lb. 1.00 - —
50 lbs., dms.....lb. 1.08 - —
25 lbs., dms.....lb. 1.10 - —
Acid, abietic, dms., c.l., f.o.b. all points in U.S. E. of and including Kans., Neb., N.D., Okla., S.D., Tex. E. of Austin and Brownsville..lb. .06¾- —
Acetic,[1] com'l or redist., 28%, bbls..100 lbs. 3.18 - 3.43
cbys., cs.....100 lbs. 3.68 - 3.93
56%, bbls.....100 lbs. 5.18 - 5.43
cbys., cs.....100 lbs. 5.68 - 5.93
70%, bbls.....100 lbs. 6.19 - 6.44
cbys., cs.....100 lbs. 6.69 - 6.94
80%, bbls.....100 lbs. 6.91 - 7.16
cbys., cs.....100 lbs. 7.41 - 7.66
glacial, nat., CP, cbys.100 lbs.14.25 -15.25
99.5%, bbls.....100 lbs. 8.80 - 8.55
cbys. .....100 lbs. 8.80 - 9.05
tanks .....100 lbs. 7.25 - —
USP, cbys.....100 lbs.11.00 -12.50
synth., 99.5%, al. dms, works, 100 lbs. 8.45 - 8.70
tanks, dlvd.....100 lbs. 6.25 - —
USP XI, al. dms., works, 100 lbs.10.25 -11.00
CP, dms., works.....100 lbs.13.50 -14.25
pure, 30%, bbls.....100 lbs. 4.23 - 4.48
cbys., cs.....100 lbs. 4.73 - 4.98
36%, bbls.....100 lbs. 4.61 - 4.86
cbys., cs.....100 lbs. 5.11 - 5.36
60%, bbls.....100 lbs. 7.17 - 7.42
cbys., cs.....100 lbs. 7.67 - 7.92
80%, bbls.....100 lbs. 8.70 - 8.95
cbys., cs.....100 lbs. 9.20 - 9.45

Acetic acid price differentials above are for c.l. and l.c.l. quantities, the prices apply delivered within the Metropolitan zones unless otherwise indicated in the above prices.

Acetic, anhydride,[3] dms., c.l., frt. alld..lb. .11½- —
l.c.l., dms., frt. alld.....lb. .13 - —
Acetylsalicylic, special, USP, fine cryst., gran., 200-lb. bbls.lb. .45 - —
standard, USP, fine cryst., gran., 20 or 40 mesh, 200-lb. bbls..lb. .40 - —
powd., 80 mesh, 200-lb. bbls. lb. .40 - —
Adipic, fib. dms., works.....lb. .31 - —
Anthranilic, refd., bbls.....lb. 1.15 - 1.20
tech., bbls.....lb. .75 - —
Arsenous, tech. (see Arsenic, White).
USP, powd., dms., kegs....lb. .20 - .22
Ascorbic, bots., dms.....oz. 1.85 - 2.10
Battery, cbys., c.l., E. works. 100 lbs. 1.60 - —
l.c.l., 25 or more, E. works. 100 lbs. 1.65 - —
10-25, E. works....100 lbs. 1.95 - —
1-9, E. works.....100 lbs. 2.55 - —
Benzoic, tech., bbls., 4,000 lbs. or more..lb. .43 - —
1,000 to 3,900 lbs.....lb. .44 - —
900 lbs. or less.....lb. .47 - —
USP, bbls., 4,000 lbs. or more, lb. .54 - —
1,000 to 3,900 lbs.....lb. .55 - —
900 lbs. or less.....lb. .58 - .59
dms., 4,000 lbs. or more..lb. .55 - .56
1,000 to 3,900 lbs.....lb. .56 - .57
900 lbs. or less.....lb. .59 - .60
Acid, boric, tech., 99.5%, gran., bulk, frt. alld..ton.93.50 - —
bgs., c.l., frt. alld...ton.96.00 - —
ton lots, ex-whse...ton.108.00 - —
less than ton lots, ex whse..ton.118.00 - —
bbls., c.l., frt. alld..ton.106.00 - —
ton lots, ex whse..ton.118.00 - —
less than ton lots, ex whse..ton.123.00 - —
powd., bgs., c.l., frt. alld. ton.101.00 - —
ton lots, ex whse..ton.113.00 - —
less than ton lots, ex whse..ton.118.00 - —
bbls., c.l., frt. alld..ton.111.00 - —
ton lots, ex whse..ton.123.00 - —
less than ton lots, ex whse..ton.128.00 - —
USP $25 per ton higher.
Butyric, 99%, dms., c.l., S. Charleston, W. Va..lb. .22 - —
l.c.l., same basis.....lb. .23 - —
tanks, same basis. .....lb. .21 - —
Broenner's, bbls.....lb. 1.11 - —
Camphoric, cns.....lb. 6.95 - 7.00
Capric, dms.....lb. .19¾- .20¼
Caproic, dms., works.....lb. .25 - .30
Caprylic, dms.....lb. .27 - .27½
Castor oil, split, dms.....lb. .18¼- .18¾
Chlorosulphonic, dms., c.l., wks. lb. .03 - —
5-drum lots, works.....lb. .03½- —
single drum.....lb. .04½- —
tanks, works.....lb. .02½- —
Chromic,[3,4] 99%, dms., c.l., dlvd. N. Y..lb. .16¼- —
l.c.l., 5 tons, dlvd. N.Y. lb. .16¾- —
smaller quantities, dlvd. N. Y..lb. .17¼- .18¼
Cinnamic, refd., bots.....lb. 3.50 Nom.
Citric, cryst., gran., bbls., car lots..lb. .20 - —
10,000-lb. lots, one shipt. lb. .20½- —
smaller lots.....lb. .21 - —
annydr. gran., dms., 10,000 lbs., one shipt..lb. .22 - —
smaller lots.....lb. .23½- .26½

Citric acid quotations on powder are ½c. higher than on granular. Keg packing is ½c. higher than barrels. Prices are f.o.b. N.Y. Chicago and St. Louis deliveries are ½c. higher than N.Y.

Cleve's, bbls.....lb. .65 - —
Coconut oil, dist., dms.....lb. .16¾- .17¼
Cottonseed oil, dist., dms....lb. .14 - .14½
tanks .....lb. .13½- —
Cresylic (coaltar),[4] high-boil 50%, 210°-215°, dms., c.l., works, frt. equald..gal. .76 - .81
l.c.l., same basis....gal. .76 - .83
special blends (50, 210°-215°), dms., c.l., works frt. equald..gal. .76 - .81
l.c.l., same basis....gal. .78 - .83
low-boil (50%, 204°-206°), dms., c.l., works, frt. equald..gal. .76 - .81
l.c.l., same basis....gal. .78 - .83
special blends (50%, 204°-206°), dms., c.l., works, frt. equald..gal. .76 - .81
l.c.l., same basis.....gal. .78 - .83
imported, pale, dms...gal. No price
Diethylbarbituric (see Barbital).
Formic, dom., 90%, cbys., c.l., works..lb. .10½- —
l.c.l., 25 cbys. and over..lb. .11 - —
1-24 cbys.....lb. .11½- —
Fumaric, tech., special, bbls., ton lots..lb. .27 - —
smaller lots, bbls., dms...lb. .28 - .31
Gallic, tech., bbls.....lb. 1.05 - 1.08
NF VI, bbls., 200 lbs., 5 or more..lb. 1.22 - —
smaller lots.....lb. 1.25 - —
9b. dms., 25 lbs.....lb. 1.29 - —
Gamma, bbls.....lb. .65 - —
Gluconic, tech., 50%, bbls., 500 lbs..lb. .12 - —
100-lb. kgs.....lb. .15 - —
25 or 50-lb. demij.....lb. .21 - .23
5-lb. bots.....lb. .29 - —
H. bbls.....lb. .45 - —
Hydriodic, 45-47%, cbys.....lb. 2.42 - 2.44
5-lb. bots.....lb. 2.57 - —
57%, bots.....lb. 2.90 - —
Hydrobromic, 10% dilute, cbys., lb. .20 - —
concentrated, 34%, cbys....lb. .35 - —
Hydrochloric (see Muriatic).
Hydrocyanic, cyls., works....lb. .80 - 1.00
Hydrofluoric, 30%, bbls.....lb. .04 - .06½
rubber, dms.....lb. .06 - .08½
48%, lead, cbys.....lb. .12 - —
rubber, dms.....lb. .11 - —
52%, lead, cbys.....lb. .13 - —
rubber, dms.....lb. .12 - —
60%, lead, cbys.....lb. .14 - —
rubber, dms.....lb. .13 - —
Hydrofluosilic, 30-35%, 420 lbs., bbls..lb. .09 - .09½
Acid, hypophosphorus, USP, 30%, djns..lb. .75 - .80
Lactic, tech., dark, 22%, bbls., c.l., works..100 lbs. 2.50 - —
l.c.l., works.....100 lbs. 2.75 - —
cbys., works...100 lbs. 3.75 - —
44%, bbls., c.l., works.... 100 lbs. 5.50 - —
l.c.l., bbls., works.... 100 lbs. 5.75 - —
cbys., works...100 lbs. 6.75 - —
light, 22%, bbls., c.l., works, 100 lbs. 3.50 - —
l.c.l., works.....100 lbs. 3.75 - —
cbys., works...100 lbs. 4.75 - —
44%, bbls., c.l., works.... 100 lbs. 6.50 - —
l.c.l., works.....100 lbs. 6.75 - —
cbys., works...100 lbs. 7.75 - —
50%, edible, 20 or more, cbys..lb. .10½- .11½
5 to 19 cbys.....lb. .11 - .12
1 to 4 cbys.....lb. .11½- .12½
plastic grade, bbls., cbys., 20 or more..lb. .12¼- .13½
5 to 10, cbys.....lb. .12¾- .13¾
1 to 4, cbys.....lb. .13¼- .14½
80%, bbls., cbys., 5 or more.lb. .21 - .22
1 to 4, cbys.....lb. .21½- .22½
USP, XI, 85%, cbys.....lb. .50 - .53
USP, VIII, 75%, cbys.....lb. .48 - .51
Lauric, dist., tech., dms....lb. .18¼- .18¾
Laurent's, bbls.....lb. .45 - —
Linseed oil, light, dms.....lb. .16 - .16½
Maleic, powd., dms.....lb. .30 - —
anhydride, dms., c.l.....lb. .25 - —
l.c.l. .....lb. .26 - —
Malic, powd., kegs.....lb. .47 - —
Mandelic, dms., 1,000 lbs....lb. 2.05 - —
smaller lots.....lb. 2.10 - 2.15
Mixed, tanks, nitric unit....lb. .05 - .06
sulphuric unit.....lb. .0085- .009
Molybdic, kegs, works.....lb. .95 - 1.10
Monochloracetic, tech., bbls..lb. .15 - .18
Monosulphonic, bbls.....lb. 1.50 - —
Muriatic, 18°, cbys., c.l., E., works..100 lbs. 1.50 - —
l.c.l., 25 and over E. works..100 lbs. 1.75 - —
10 to 24, works...100 lbs. 1.85 - —
1 to 9, works...100 lbs. 2.45 - —
tanks, works.....100 lbs. 1.05 - —
20°, cbys., c.l., E. works. 100 lbs. 1.75 - —
l.c.l., 25 and over, works. 100 lbs. 2.00 - —
10 to 24, works...100 lbs. 2.10 - —
1 to 9, works...100 lbs. 2.70 - —
tanks, works.....100 lbs. 1.15 - —
22°, cbys., c.l., E. works. 100 lbs. 2.25 - —
l.c.l., 25 and over, works. 100 lbs. 2.50 - —
10 to 24, works...100 lbs. 2.60 - —
1 to 9, works...100 lbs. 3.20 - —
tanks, works.....100 lbs. 1.65 - —
CP, dealers, cbys.....lb. .06½- —
6-lb. bots.....lb. .17½- —
consumers, cbys.....lb. .08 - —
6-lb. bots.....lb. .19 - —
Myristic, dist., dms.....lb. .18 - .18¼
Naphthenic, dom., acidity 220-230, dms., c.l., works..lb. .10 - —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09 - —
235-245 acidity, dms., c.l., works..lb. .12 - —
l.c.l., works.....lb. .13 - —
tanks, c.l., works.....lb. .11 - —
Nicotinic, 100-lb. cns.....lb. 7.15 - —
50-lb. cns.....lb. 7.25 - —
25-lb cns.....lb. 7.30 - —
5-lb. bots.....lb. 7.46 - —
1-lb. bots.....lb. 7.50 - —
Nitric, 36°, cbys., c.l., E. works. 100 lbs. 5.00 - —
l.c.l., 25 and over, E. works..100 lbs. 5.25 - —
10 to 24, works...100 lbs. 5.35 - —
1 to 9, works...100 lbs. 5.95 - —
38°, cbys., c.l., E. works. 100 lbs. 5.50 - —
Western works...100 lbs. 5.75 - —
l.c.l., 25 and over, E. works..100 lbs. 5.75 - —
10 to 24, works...100 lbs. 5.85 - —
1 to 9, works...100 lbs. 6.45 - —
40°, cbys., c.l., E. works. 100 lbs. 6.00 - —
l.c.l., 25 and over, E. works..100 lbs. 6.25 - —
10 to 24, works...100 lbs. 6.35 - —
1 to 9, works...100 lbs. 6.95 - —
42°, cbys., c.l., E. works. 100 lbs. 6.50 - —
l.c.l., 25 and over, works. 100 lbs. 6.75 - —
10 to 24, works...100 lbs. 6.85 - —
1 to 9, works...100 lbs. 7.45 - —
CP, USP, dealers, cbys.....lb. .11½- —
7-lb. bots.....lb. .21½- —
consumers, cbys.....lb. .13 - —
7-lb. bots.....lb. .23 - —
Oleum (see sulphuric fuming).
Oxalic, dom., bbls., c.l., works, lb. .11¼- —
10,000 lbs. or over.....lb. .11¼- —
smaller quantities.....lb. .12¼- .14½

Acacia—Acrylonitrile

Acid, palm oil, white, dist., dms..lb. .14 - .14½
tanks .....lb. .13½- —
Paraminobenzoic, cns.....lb. 1.40 - —
Paranitrobenzoic, cns.....lb. .72 - —
Phenylacetic, bots.....lb. 1.85 Nom.
Phosphoric, 50%, pure food grade, c.l., bbls., works, frt. equald.... 100 lbs. 4.00 - 4.25
cbys., works, frt. equald. 100 lbs. 4.35 - 4.60
l.c.l., 10 or more, works, frt. alld.100 lbs. 5.25 - 5.35
1 to 9 cbys., works, frt. alld..100 lbs. 6.25 - 7.35
tankwagons, dlvd., N.Y., Phila. Met. area..... 100 lbs. 4.00 - —
75% pure food grade, c.l., bbls., works, frt. equald. 100 lbs. 4.75 - 5.00
cbys., works, frt. equald. 100 lbs. 5.10 - 5.35
l.c.l., 10 or more, works, frt. alld.100 lbs. 7.00 - 8.00
1 to 9 cbys., works, frt. alld..100 lbs. 8.00 - 9.50
tankcars, works, frt. equald..100 lbs. 4.00 - 4.25
tankwagons, dlvd., N.Y., Phila. Met. area..... 100 lbs. 4.75 - —
USP, 85%, s. g., 1.710 cbys., 180 lbs..lb. .12 - —
50%, s. g., 1,347, cbys., 70 lbs..lb. .10½- —
dms., 25 lbs.....lb. .13 - —
10%, dilut., cbys., djns...lb. .07 - .07½
Picramic, kgs.....lb. .66 - .70
Pieric, bbls.....lb. .85 - —
Propionate, synth., pure, 55-gal. dms., returnable, works..lb. .14 - —
tanks, works.....lb. .11 - —
Pyrogallic, tech., lump, powd., bbls..lb. 1.85 - —
cns. .....lb. 1.88 - —
USP, cryst., cns.....lb. 2.00 - —
resub., cns.....lb. 2.60 - —
Pyroligneous, bbls., dlvd. E.gal. .23 - —
Ricinoleic, com'l, split (see Acid, castor oil, split).
tech., dms., works.....lb. .32 - .37
Salicylic, tech., bbls.....lb. .33 - —
USP, bbls.....lb. .35 - .38
Sebasic, tech., bbls., works..lb. .62 - —
Soybean oil, dist., dms.....lb. .17½- .18
Stearic, dist., double pressed, bgs., dlvd..lb. .14¼- .15¼
single pressed, bgs., dlvd...lb. .13¾- .14¾
triple pressed, bgs., dlvd...lb. .17 - .18
saponif., double pressed, bgs., dlvd..lb. .14¼- .15¼
triple pressed, bgs., dlvd...lb. .17¼- .18¼
Succinic, bbls.....lb. .75 - —
Sulphanilic, CP, bots., works.lb. 1.60 - 1.68
tech., dms., works.....lb. .17 - —
Sulphuric, 60°, cbys., c.l., E. works..100 lbs. 1.25 - —
l.c.l., 25 and over, works, 100 lbs. 1.50 - —
10 to 24, works...100 lbs. 1.60 - —
1 to 9, works...100 lbs. 2.20 - —
tanks, E., works.....ton.13.00 - —
66°, cbys., c.l., E. works, 100 lbs. 1.50 - —
l.c.l., 25 and over, works, 100 lbs. 1.75 - —
10 to 24, works...100 lbs. 1.85 - —
1 to 9, works...100 lbs. 2.45 - —
tanks, E., works.....ton.16.50 - —
98°, tanks, works.....ton.17.50 - —
CP, USP, dealers, cbys.....lb. .06½- —
9-lb. bots.....lb. .15½- —
consumers, cbys.....lb. .08 - —
9-lb. bots.....lb. .17 - —
fuming, 20%, tanks, E. works. ton.19.50 - —
Tannic, tch., bbls., dms....lb. .66 - .68
USP, fluffy, bbls., 1,000-lb. lots..lb. 1.13 - —
100-lb. lots.....lb. 1.15 - —
25-lb. lots.....lb. 1.18 - —
powd., bbls., 1,000 lbs....lb. 1.08 - —
smaller lots.....lb. 1.05 - —
Tartaric, USP, dom., cryst., gran., powd., bbls., 10,000 lbs. or more, one shipt...lb. .70½- —
smaller quantities.....lb. .71 - —
kgs. .....lb. .71½- —
Tobias, bbls.....lb. .55 - .60
Trichloracetic, bots.....lb. 2.00 - 2.50
Tungstic, CP, 100-lb. pkg....lb. 2.94 - 3.10
pure, 100-lb. pkg.....lb. 2.86 - —
Aconite, leaves, bls.....lb. No stocks
Root, bls.....lb. No stocks
Aconitine, amorph., bots.....oz.23.00 -28.00
15-gr. vials.....vial. 1.00 - —
cryst., bots.....oz.42.00 - —
15-gr. vials.....vial. 1.60 - —
Acrylonitrile, dms., c.l.....lb. .24½- —
5,000 lbs. or more.....lb. .25 - —
1 ton to 4,999 lbs.....lb. .25½- —
1 dm. to 1 ton.....lb. .26 - —
tank cars.....lb. .24 - —

Adeps Lanae—Bayberry Bark

Adeps lanae, anhyd., dms.....lb. .23 - .26
hyd., dms.....lb. .22 - .23

Agar, Kobe No. 1, strip.....lb. 2.00 - 2.10
gran., fib, dms..... .....lb. 2.45 - —
powd., fib dms.....lb. 2.50 - —
Kobe No. 3 strip, bls.....lb. 1.75 - —

Agaric, white, bls.....lb. No stocks

Albumen, blood, dark, flake, c.l., f.o.b. Chicago, frt. alld..lb. .11½- —
ton lots, frt. alld.....lb. .12½- —
bgs., same basis.....lb. .13½- .15½
light, dom., flake, dms., f.o.b. Chicago, frt. alld..lb. .65 - .75
import. bgs.....lb. No prices

Egg, ed., dom., cryst., bbls..lb. 1.75 - 1.80
powd., dms., bbls.....lb. 1.80 - 1.85
import, cs.....lb. 1.75 - 1.80

Alcohol, amyl (see also Fusel oil, refd.), ex pentane, dms., c.l., frt. alld..lb. .131 - —
l.c.l., frt. alld.....lb. .141 - —
tanks, frt. alld.....lb. .121 - —
normal, dms., l.c.l., works..lb. .27 - —
Tertiary, refd., dms., l.c.l., frt. alld..lb. .09 - —
Benzyl, cns.....lb. .65 - .75
drums .....lb. .63 - —
Butyl, normal,[1] dms., c.l., frt. alld..lb. .11 - .11¾
l.c.l., frt. alld.....lb. .11½- .12¼
tanks, frt. alld.....lb. .10 - .10¼

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secondary, dms., c.l., frt. paid E. of Miss. R..lb. .09 - —
l.c.l., same terms.....lb. .09½- —
tanks, same terms.....lb. .08 - —
tertiary, denaturing, c.l., dms. lb. .12½- —
l.c.l., dms.....lb. .13 - —

Cetyl, dom., CP, fiber ctns., 1,000 lbs..lb. 1.50 - —
500 lbs.....lb. 1.70 - —
100 lbs.....lb. 1.80 - —
25 lbs.....lb. 1.90 - —
5 lbs.....lb. 2.00 - —

Cinnamic, bots.....lb. 3.00 - 3.60

Denatured,[2,9,5] CD14, dms., c.l., dlvd., E..gal. .38½- —
l.c.l., dlvd., dms.....gal. .43½- —
tanks, E., dlvd.....lb. .32½- —

Prices for territories other than E. of Rockies are 4c. per gal. in tanks, and 5c. per gal. in dms., higher. Tankcar sales require written authorization by Alcohol Tax Unit.

SD1 190 pf., bbls., c.l., E. works..gal. .35½- —
19 bbls., E. works..gal. .37½- —
1 to 18 bbls., E. works..gal. .40½- —
dms., c.l., E. works...gal. .33½- —
19 dms., E. works...gal. .35½- —
1 to 18 dms.....gal. .38½- —
tanks, E. works.....gal. .27½- —

Anhydrous 3c. per gal. higher.

SD2B, dms., c.l., works, E. gal. .30½- —
19 dms., works, E...gal. .32½- —
1 to 18 dms., works, E. gal. .35½- —
tanks, E. works.....gal. .24½- —

SD23G, works, E., c.l., dms., gal. .36½- —
19 dms.....gal. .38½- —
1 to 18 dms.....gal. .41½- —
tanks .....gal. .30½- —

Prices for territories other than E. of Rockies are 4c. per gal., in tanks, and 5c. per gal., in drums, higher.

SB23H, works, c.l., dms..gal. .34 - —
19 dms.....gal. .36 - —
1 to 18 dms.....gal. .39 - —
tanks .....gal. .28 - —

Special solvent, dms., c.l., works..gal. .34 - —
20 dms., to c.l.....gal. .36 - —
1 to 19 dms.....gal. .39 - —
tanks, E. works.....gal. .28 - —

Tankcar sales require written authorization by Alcohol Tax Unit.

Diacetone, acetone-free, dms., c.l., dlvd..lb. .11½- .13
l.c.l., dlvd.....lb. .12 - .13½
tanks, dlvd.....lb. .10½- .12
tech., dms., c.l., dlvd.....lb. .11 - .12
l.c.l., dlvd.....lb. .11¼- .12¼
tanks, dlvd.....lb. .10 - .11

Ethyl, 190 pf., ex. molasses, dms., c.l..gal. 7.92½- —
19 dms.....gal. 7.96 - —
5 to 8 dms.....gal. 7.99 - —
1 to 4 dms.....gal. 7.99 - —
tanks .....gal. 7.86½- —
absolute, dms., c.l.....gal. 8.37½- —
19 dms.....gal. 8.41 - —
5 to 18 dms.....gal. 8.44 - —
1 to 4 dms.....gal. 8.44 - —

Ethyl alcohol in bbls. 2c. higher than dms.
Grain alcohol 25c. gal. higher.

Ethylhexyl, dms., c.l., works..lb. .24 - —
l.c.l., same basis.....lb. .25 - —
tanks, same basis.....lb. .23 - —
Furfuryl, tech., cns., works..lb. .35 - —
dms., c.l., 33,000 lbs., works, lb. .20 - —
l.c.l., 500 lbs. and more, works..lb. .25 - —

Isoamyl (see Carbinol Isobutyl).
Isobutyl, refd., dms., works..lb. .0660- —
tanks, same terms.....lb. .0760- —
Isopropyl,[9] refd., 91%, dms., 5 gals., f.o.b. dest..gal. .06½- —
55 gals., c.l., same basis, gal. .35 - —
l.c.l., same basis...gal. .40 - —
tanks, frt. alld.....gal. .30 - —
99%, dms., 5 gals., same basis..gal. .65 - —
55 gals., c.l., same basis, gal. .38 - .44
l.c.l., same basis...gal. .43 - .47
tanks, same basis.....gal. .33 - .37½

Methyl (see Mechanol).
Phenylethyl, bots., cns.....lb. 2.10 - 2.50
Polyvinyl, type A, fiber-pack, 2,000 lbs. and over, f.o.b. cars, Niagara Falls..lb. .65 - —
less than 2,000 lbs.....lb. .70 - —
type B, fiber-pack, 2,000 lbs. and over, same basis..lb. .69 - —
less than 2,000 lbs.....lb. .65 - —
Propyl, normal, dms., works, gal. .67 - .70

Octyl (see ethylhexyl alcohol).
Tetrahydrofurfuryl, dms., contract, f.o.b. Waverly, N.Y.lb. .44 - —
450-lb. lots, same basis...lb. .50 - —
cns., f.o.b. Cedar Rapids, Ia., lb .55 - —

Aldehol, denat., grade., dms., tanks, works..gal. .70 - .72

Aldehyde, bisulphite, bbls., works, lb. .17 - —
smaller containers.....lb. .20 - —

aldol, 55 and 110 gal. dms., c.l., works..lb. .12 - —
l.c.l., works.....lb. .13 - —
5-10-gal. dms., works...lb. .15 - —

Aletris root, bgs.....lb. .55 - .56

Alizarin (see Red, alizarin).
Alkanet root, bgs.....lb. .67 - .69
Allspice, Mexican, bgs.....lb. .10¾- .11¼

Alpha tocopherol, ampules, per gram. 1.00 - 1.10

Aloe, Cape, cs.....lb. .18 - .19
Curacao, cs.....lb. .68 - .70
gourds, bbls.....lb. .80 - .85
Socotrine, kgs.....lb. .58 - .60

Aloin, 140-lb. bbls.....lb. 5.45 - —
100-lb. kgs.....lb. 5.47 - —
25-lb. fib. dms.....lb. 5.54 - —

Alphanaphthol, bbls.....lb. .52 - —

Alphanaphthylamine, bbls.....lb. .32 - —

Althea root, USP, cube cut, bbls., lb. 1.20 Nom.

Alum, ammonia, burnt, USP., bbls., kgs..lb. .16 - .18
gran., bbls., works....100 lbs. 4.00 - —
dlvd., N. Y., Phil..100 lbs. 4.00 - —
lump, bbls., works....100 lbs. 4.25 - —
dlvd., N. Y., Phil..100 lbs. 4.25 - —
powd., bbls., works....100 lbs. 4.40 - —
dlvd., N. Y., Phil..100 lbs. 4.40 - —

Ammonia alum prices are for contract and open market; f.o.b. Phila.; frt. equalized with Marcus Hook, Boston, Atlanta, or Joliet; rail or water rates, whichever is lower. L.c.l. quantities must carry l.c.l. rate applying; for truck or ex warehouse deliveries all metrop. zones (except N. Y.) add l.c.l. rail or water rate, whichever is lower, from shipping or equalization point, dlvd., N.Y. price apply to truck or ex warehouse.

Potash, gran., bbls., works.... 100 lbs. 4.25 - —
dlvd., N. Y., Phila...100 lbs. 4.25 - —
lump, bbls., works....100 lbs. 4.50 - —
dlvd., N. Y., Phila...100 lbs. 4.50 - —
powd., bbls., works....100 lbs. 4.65 - —
dlvd., N. Y., Phila...100 lbs. 4.65 - —

Potash alum prices on same basis as those for ammonia alum.

Potash, chrome, bbls.....lb. .12½- .15

Soda, bbls., c.l., works..100 lbs. 3.25 - —
l.c.l., dlvd.....100 lbs. 4.25 - 5.00

Alumina acetate, tech., basic, powd., insoluble, bbls., 1 to 9, dlvd.....lb. .40 - —
smaller containers...lb. .50 - —
solut., 24%, l.c.l., 10 or over, dlvd...lb. .09½- —
1 to 9, dlvd.....lb. .10 - —
normal, solut., 20%, bbls., l.c.l., 10 or over, dlvd., lb. .03¾- —
1 to 9, dlvd.....lb. .09 - —
Chloride, anhyd., com'l, dms. (extra), 45,000 lbs. and over, works..lb. .08 - —
12,000 to 40,000 lbs., works..lb. .09 - —
1,100 to 11,000 lbs., works, lb. .10 - —
140 to 375 lbs., works.lb. .11 - —
100 lbs. or less, works.lb. .12 - —
cryst., com'l, dms., c.l., works, lb. .06 - —
l.c.l., works.....lb. .06¼- .06¾
solution, 32 deg., cbys., c.l., works..lb. .02¾- —
l.c.l., works.....lb. .03¼- —
Formate, 30%, solut., bbls., c.l., works.....dlvd..lb. .13 - —
l.c.l., dlvd.....lb. .15 - —
Hydrate, heavy, bbls., c.l., works..lb. .0340- —
l.c.l., bbls., works.....lb. .04 - —
bgs., c.l., works.....lb. .0310- —
light, bgs., c.l., dlvd.....lb. .14 - —
l.c.l., bgs., dlvd.....lb. .14½- —
bbls., c.l., dlvd.....lb. .14½- —
l.c.l., bbls., dlvd.....lb. .15 - —
Oleate, dms., contract.....lb. .17½- —
open order.....lb. .17½- .20
Palmitate, precip., bbls.....lb. .20½- .21½
Resinate, precip., dms., dlvd.lb. .15 - —
Stearate, precip., bbls., ctns., c.l..lb. .23 - —
l.c.l. .....lb. .24 - —
Sulphate, com'l, bgs., c.l., works, frt. equaled..100 lbs. 1.15 - 1.25
l.c.l., works, frt. equald.. 100 lbs. 1.40 - 1.50
bbls., c.l., works....100 lbs. 1.35 - 1.45
l.c.l., works, frt. equaled, 100 lbs. 1.60 - 1.70
iron free, bgs., c.l., works, 100 lbs. 1.75 - 1.85
l.c.l., works.....100 lbs. 2.00 - 2.10
bbls., c.l., works....100 lbs. 1.95 - 2.05
l.c.l., works.....100 lbs. 2.20 - 2.30

Aluminum, 98-99%,[2,9,4] c.l....lb. .15 - —
l.c.l. .....lb. .16 - —
paste, lining, extra fine, dms., 200 lbs..lb. .56 - —
standard, dms., 200 lbs....lb. .38 - —
powder, lining, extra fine, dms., 200 lbs..lb. .93 - —
standard, dms, 200 lbs...lb. .59 - —
litho, lining, dms., 200 lbs..lb. .57 - —
unpolished, dms., 200 lbs..lb. .56 - —
varnish, standard, dms., 200 lbs..lb. .40 - —

Aluminum paste and powder prices are 5c. per lb. higher for less than 200 lbs.; for containers, smaller than drums, prices are 1c. per lb. higher for 100 lbs.; 1½c. per lb. higher for 50 lbs.; 3c. per lb. higher for 10 lbs.; 5c. per lb. higher for 2 lbs.; 8c. per lb. higher for 1 lb.; and 12c. per lb. for ½ lb. Transportation allowed East of Mississippi.

Ambergris, gray, tins.....oz.17.00 -18.00

Aminomethylpropanol, dms., wks., lb. .50 - —
5 and 10-gal. cans, works..lb. .60 - —

Aminopyrine, 100-lb. dms.....lb. 4.00 - —
5-lb. bots.....lb. 4.25 - —

Ammonia aldehyde, dms., works, lb. .65 - .70

Anhydrous[9], fertilizer, f.o.b. Belle, W. Va., frt. equal with Hopewell, Va..ton.90.00 - —
refrigeration[9], tanks, works, lb. .05 - —
pure, cycls., dlvd., met. N.Y., lb. .16 - —

Anhydrous ammonia in cylinders is quoted on a nationwide schedule of delivered and stock point prices in all States.

Aqua, 26°, cbys.....lb. .05¼- —
dms., c.l.....lb. .02¼- —
l.c.l .....lb. .02½- —
tanks (on NH_3 content), f.o.b. works..lb. .04 - —

Benzoate, dms., kgs., 4,000 lbs. or more..lb. .42 - —
1,000 lbs. to 3,900 lbs....lb. .44 - —
900 lbs. or less.....lb. .47 - —

Bicarbonate, dms., dlvd. Met. N.Y..lb. .0564- .0614

Bichromate, bbls.....lb. .20 - .22
Bifluoride, bbls.....lb. .18½- .19
Borate, bbls., kgs.....lb. .15 - .16

Ammonia, Bromide, gran., bbls. lb. .31 - .35
bxs. .....lb. .34 - .38
kegs .....lb. .32 - .36
Carbonate, lump, dms., dlvd. Met. N. Y..lb. .06¼- .09¼
cns., same basis.....lb. .14¼- —
powdered, 1c. per lb. higher.
Chloride, tech. (see Ammoniac, sal).
USP, gran., 225-lb. bbls....lb. .12 - .18
100-lb. kgs.....lb. .15 - —
Citrate, 250-lb. bbls.....lb. .75 - —
100-lb. dms.....lb. .80 - —
25-lb. dms.....lb. .82 - —
25-lb. dms.....lb. .84 - .85
Fluoride, bbls.....lb. .18 - .20
Hydroxide (see Ammonia, aqua),
Hypophosphite, dms.....lb. 1.25 - 1.27
jars .....lb. 1.35 - —
Iodide, 5-lb. bots.....lb. 3.71 - —
jars .....lb. 3.66 - —
Linoleate, 80%, anhyd., bbls., lb. .12 - —
Molybdate, kgs., works.....lb. 1.05 - 1.20
Nitrate, tech., bgs., works, 100 lbs. 4.35 - —
bbls., works.....100 lbs. 4.55 - —
Oleate, dms.....lb. .14 - —
Oxalate, neutral, powd., bbls., kgs..lb. .23 - .29
Perchlorate, kgs.....lb. .55 - .65
Persulphate, kgs, dom.....lb. .21 - .28
Phosphate, dibasic, NF V, bls. kgs. .....lb. .37 - —
tech., bbls., c.l.....lb. .39 - —
l.c.l. .....lb. .07¼- —
monobasic, crude (fert. grade), 11% N., 48% phos., bulk, f.o.b. E. works..unit-ton. .08¼- .09¼
pure, bbls.....lb. No prices
tech., bbls., c.l.....lb. .40 - .45
l.c.l. .....lb. .07¼- —
Salicylate, USP, kgs.....lb. .08¾- .09¼
Silicofluoride, bbls.....lb. 1.15 - 1.20
Stearate, anhydrous.....lb. .15 - —
paste .....lb. .24½- —
Sulphate[2], dom., bulk, c.l., contr., f.o.b. cars, ports, July-Dec. shipt..ton.29.00 - —
spot, same basis.....ton.30.00 - —

Ammonia sulphate prices are $1 per ton less than above prices f.o.b. cars nearest inland producing oven.

Sulphide, liquid, 40-45%, basis, 100%, dms., c.l., works, lb. .07½- —
l.c.l., dlvd.....lb. .15 - —
tanks, dlvd.....lb. .07½- —
red, 48%, cbys., works.....lb. .08 - —
dms., works.....lb. .06 - —
yellow, 33%, cbys., works..lb. .08 - —
dms., works.....lb. .06 - —
Sulphocyanide, C.P., dms....lb. .45 - .55
tech., kgs.....lb. .40 - —
Ammoniac, gum (see Gum, ammoniac).
sal, gray, dom., bbls., c.l. 100 lbs. 5.50 - 5.75
l.c.l. .....100 lbs. 6.00 - 6.70
white, gran., dom., bbls., c.l., works..100 lbs. 4.45 - —
l.c.l., same basis...100 lbs. 5.15 - —
Amyl acetate, ex fusel oil, tech., dms., c.l., dlvd..lb. .12½- .14½
l.c.l., dlvd.....lb. .13 - .15
tanks, dlvd.....lb. .11½- .13½
cns., works.....lb. .18 - .19
ex Pentane, dms., c.l., frt. alld. E. of Miss. R..lb. .13½- —
l.c.l., same basis.....lb. .14½- —
tanks, same basis.....lb. .12½- —
Alcohol (see Alcohol amyl).
Butyrate, dms., 50 gal., returnable..lb. .75 - —
Caporate, cns.....lb. 2.75 - —
Chlorides, normal, dms., works, lb. .56 - —
small lots, works.....lb. .68 - —
mixed, tech., dms., c.l., works..lb. .07 - —
l.c.l., works.....lb. .08 - —
tanks, works.....lb. .06 - —
Naphthalenes, mixed, crude, l.c.l., dms., works..lb. .14 - —
refd., l.c.l., dms., works..lb. .16 - —
Nitrite, bots.....lb. 1.80 - 1.85
Mercaptan, dms., l.c.l., works, lb. 1.10 - —
Oleate, dms., l.c.l., works...lb. .31 - —
Salicylate, 5-lb. bots.....lb. .63 - .65
cns..lb. .55 - .60
Stearate, dms., l.c.l., works..lb. .33½- —
Amylene, dms., c.l., works....lb. .102 - —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09 - —
Anethol, bots.....lb. 1.25 - 1.60
cans .....lb. 1.15 - 1.50
Angelica root, dom., bls.....lb. .65 - 1.75
import., natural, bls.....lb. 1.60 - 1.65
Angostura bark, bls.....lb. .30 - .35
Anilin oil, dms.....lb. .15 - —
l.c.l. .....lb. .16 - —
tanks .....lb. .14½- —
Salt, dms., works.....lb. .22 - .24
Anise, Cyprus, bgs.....lb. .34 - .35
Spanish, bgs.....lb. .36 - .37
Star .....lb. .17½- .18
Turkish, bgs.....lb. .32½- .33
Anisic aldehyde, bots.....lb. 2.75 - 2.80
Annatto paste, hxs.....lb. .34 - .39
seed, bgs.....lb. .06 - .06½
Anthracene, 80-85%, bbls., wks., lb. .55 - —
90%, bbls., works.....lb. .65 - —
Anthraquinone, 99.5%, subl., bbls., lb. .70 - —
Antimony butter (see Antimony chloride).
Chloride, solut., cbys.....lb. .17 - —
Metal,[2,4,9] spot.....lb. .14 - —
Needle, brown, Bolivian, 67%, lb. .16½- .18½
Chinese, black, 70%.....lb. .19 - .22
crude, bbls.....lb. .17 - —
Oxide, bgs., c.l.....lb. .15 - —
l.c.l. .....lb. .16½- —
Salt, 65%, dms., dlvd. E. of Miss. River..lb. .33 - —
bbls., same basis.....lb. .31 - —
White pigments, bgs.....lb. .11½- .14½
Antipyrene, bbls., kgs., ton lots, lb. 2.00 - —
smaller lots.....lb. 2.10 - 2.20
Apomorphine, bots.....oz.23.20 -23.70
Archil extract, bbls.....lb. .26 - —
Areca nuts, powd., bbls.....lb. .15 - .16
Arecoline hydrobromide, bots..oz 6.00 - 7.25
Argols, test 70% to 85%, basis 100%, 100 kgm., purity, f.o.b. Spanish ports..100 kilos.108.00 -110.00
Arnica flowers, bls.....lb. 5.00 Nom.
Root, bls.....lb. 1.50 Nom.
Arrowroot, St. Vincent, powd., bgs..lb. .10¼- .16¾
bbls. .....lb. .10 - .10½
Arsenic, metal, lump, cs.....lb. No prices
Chloride (arsenous), cns.....lb. 4.85 - —
Iodide (arsenous), 5-lb. bots..lb. 5.58 - —
jars .....lb. 5.43 - —
Red, import, cs.....lb. No prices
Trioxide (see Acid, arsenous).
White, powd., kgs., c.l.....lb. .04 - —
l.c.l. .....lb. .04¾- —

Asafetida, cs.....lb. .45 - .80
powd., bbls., bxs.....lb. .68 - .75

Asbestine (see Talc, N.Y. fibrous).

Asbestos fiber, 5M, bgs., c.l. (20 tons), Canad. mines..ton.42.50 - —
5R, bgs., c.l. (20 tons), Canad. mines..ton.40.00 - —
6D, bgs., c.l. (30 tons), Canad. mines..ton.30.00 - —
7D, bgs., c.l. (30 tons), Canad. mines..ton.26.00 - —
7F, bgs., c.l. (30 tons), Canad. mines..ton.24.00 - —
7H, bgs., c.l. (30 tons), Canad. mines..ton.20.00 - —
7K, bgs., c.l. (30 tons), Canad. mines..ton.17.50 - —
7M, bgs., c.l. (30 tons), Canad. mines..ton.15.00 - —

Asphaltum, Manjak No. 10, crude, 20 tons, f.o.b. plant..lb. .04½- —
smaller lots, f.o.b. plant, lb. .05½- —
process form, bgs., 20 tons, f.o.b. plant..lb. .05 - —
smaller lots, f.o.b. plant, lb. .06 - —
California, dms., c.l., f.o.b. N.Y. ton.20.00 - —
l.c.l., f.o.b. N. Y.....ton.36.50 - —
Cuban A, bgs., c.l., f.o.b. N.Y., ton.60.00 - —
l.c.l., f.o.b. N. Y.....ton.90.00 - —
B, bgs., c.l., f.o.b. N. Y..ton.35.00 - —
l.c.l., f.o.b. N. Y.....ton.55.00 - —
Egyptian, bgs., c.l., f.o.b. N. Y., lb. .12 - —
l.c.l., f.o.b. N. Y.....lb. .15 - —
Gilsonite, brilliant black, selects, bgs., c.l., Western shipt. point..ton.32.00 - —
seconds, bgs., c.l., Western shipt. points..ton.23.50 - —
selects, bgs., c.l., Western shipt. points..ton.30.50 - —
l.c.l., f.o.b. N. J. or N. Y., whse..ton.58.00 - —
jet, bgs., c.l., Western shipping points..ton.30.50 - —
Mexican, Texas, dms., c.l., refinery..ton.19.00 - —
l.c.l., refinery.....ton.21.00 - —
tanks, refinery.....ton.16.00 - —
Petroleum, cut-back, bbls., l.c.l., E. cst., refinery..gal. .12 - —
dms., c.l., E. cst., refinery, gal. .12 - —
tanks, Calif., refinery...ton.12.50 -14.00
East Coast, refinery....gal. .06 - .06¼
Ill., Ind., refinery.....gal. .06½- —
N. Orleans, refinery...gal. .06 - —

Atropine, bots.....oz.16.50 - —
Sulphate, bots.....oz.12.75 - —

B

Balm of Gilead buds, bgs.....lb. .55 - .60
Barbasco root (see cube root).
Barberry bark, bgs.....lb. .55 - .60
Tree bark, bls.....lb. No prices
Barbital, cs.....lb. 3.50 - 3.60
sodium, cs.....lb. 3.75 - —
Barium carbonate, natural, 99% thru 200 mesh, bgs., c.l., works..ton.43.00 - —
precip., bgs., c.l., works..ton.55.00 - —
l.c.l., works.....ton.60.00 - —
bbls., c.l., works.....ton.60.00 - —
l.c.l., works.....ton.65.00 - —
Sulphur-free, c.l., works..ton.60.00 - —
l.c.l., works.....ton.65.00 - —
Chlorate, kgs.....lb. .60 - —
Chloride, CP, cryst., bbls....lb. .25 - .27
pure, bbls., kgs.....lb. .10 - .13
tech., dom., cryst., bgs., c.l., Zone 1, dlvd., New England States, N. Y., N. J.; Pa., Md., Va., Ohio, Mich., Ind., Wisc., Ill., Ky., and principal cities on west bank of Miss., north of Miss., north of Ark. line .....ton.77.00 - —
bbls., same basis...ton.79.00 - —
l.c.l., bgs., same basis, ton.90.00 - —
bbls., same basis..ton.92.00 - —
Zone 2, bgs., c.l., dlvd., Tenn., N.-S. Carolina, Ga., Ala., Miss., Fla., ton.81.00 - —
bbls., same basis..ton.83.00 - —
l.c.l., bgs., same basis, ton.94.00 - —
bbls., same basis...ton.96.00 - —
Zone 3, bgs., c.l., Minn., Ia., Mo., Col., N. Mex., Idaho, Utah, Ariz., ton.97.00 - —
bbls., same basis..ton.89.00 - —
l.c.l., bgs., same basis, ton.100.00 - —
bbls., same basis...ton.102.00 - —
Zone 4, bgs., c.l., dlvd., Wash., Ore., Calif., Nev..ton.83.00 - —
bbls., same basis..ton.85.00 - —
l.c.l., bgs., same basis, ton.96.00 - —
bbls., same basis..ton.98.00 - —
Dioxide, dms., c.l., works....lb. .10 - —
l.c.l., same basis.....lb. .12 - .13
Fluoride, bbls.....lb. .18 Nom.
Hydrate (see Hydroxide).
Hydroxide, bbls., works.....lb. .06 - .07
Iodide, bots.....lb. 4.77 - —
jars .....lb. 4.63 - —
Monoxide (see Oxide).
Nitrate, cks.....lb. .10½- .12½
Oxide, ungrd., dms., c.l., works, lb. .08 - —
l.c.l., same basis.....lb. .10 - .12
grd., dms., l.c.l., works....lb. .11 - .15
Peroxide (see Dioxide).
Silicofluoride, bbls.....lb. .15 - .17
Sulphate, tech. (see Barytes and blanc fixe).
X-ray, bbls.....lb. .09½- .10
kgs. .....lb. .12 - —
Barytes, dom., floated, bbls., c.l., St. Louis..ton.25.15 - —
l.c.l., same basis.....ton.26.15 - —
paper bags, c.l., St. Louis, ton.22.65 - —
l.c.l., same basis.....ton.23.85 - —
ex whse., New York...ton.31.50 - —
Southern, off color, bgs., mines, ton.17.50 - —
95.75%, bgs., mines.....ton.16.00 - —
ore, bulk, mines.....ton. 8.00 - —
German, grd., bbls., c.l., dock, t.a...ton. No prices
l.c.l., ex whse.....ton. No prices
ungrd., bulk, c.l., ex dock.ton. No prices
Italian, grd., bbls., c.l., ex dock, t.a...ton. No prices
l.c.l., ex whse.....ton. No prices
Bauxite, bulk, mines.....ton. 7.00 -10.00
Bay leaves (see Laurel leaves).
Bay Rum, tax extra, import, bbls..gal. .77½- .78½
Bayberry bark, bgs.....lb. .14 - .15

Belladonna leaves, bls.....lb. 2.40 - 2.45
Root, bls.....lb. 2.40 Nom.
Bentonite, 200 mesh, bgs., Wyo., works..ton.11.00 - —
325 mesh, bgs., Wyo., works, ton.16.00 - —
Benzaldehyde, tech., cbys., dms., lb. .45 - .55
N.F. VI, dms., 50 to 100 lbs..lb. .85 - —
5 to 25 lbs.....lb. .90 - .95
Benzene (see Benzol).
Benzidin base, bbls.....lb. .70 - —
Benzocaine, cns.....lb. 3.00 - —
Benzol, 90%, dms., returnable, works..gal. .19 - —
tankcars, frt. alld. E. of Omaha. gal. .14 - —
W. Coast, f.o.b. Minnequa, Colo—gal. .14 - —
Benzophenone, dms.....lb. 1.20 - 1.25
Benzoyl chloride, cbys.....lb. .23 - .28
Peroxide, pure, gran., fib. ctns., works..lb. 1.95 - —
Benzyl acetate, f.f.c., cns.....lb. .59 Nom.
dms.....lb. .55 Nom.
Alcohol (see Alcohol, benzyl).
Benzoate, a.m.a., f.f.c., cns..lb. .95 Nom.
dms.....lb. .90 Nom.
Chloride, cbys., frt. equald..lb. .22 - .24
Cinnamate, cns.....lb. 5.50 Nom.
Formate, cns.....lb. 3.50 - 3.75
Isoeugenol, bots.....lb. 9.50 - —
Propionate, bots.....lb. 2.25 Nom.
Salicylate, bots.....lb. 1.80 Nom.
Benzylidineacetone, bots.....lb. 2.00 - 2.10
Berberine bisulphate, cns.....lb.17.75 -27.50
Hydrochloride, cns.....lb.17.75 -27.50
Sulphate, cns.....lb.17.75 -27.50
Berberis root, bls.....lb. .10 - .11
Betanaphthol, sublim., kgs....lb. .55 - —
tech., bbls., c.l., works.....lb. .23 - —
l.c.l., bbls., works.....lb. .24 - —
Benzoate, fib. dms.....lb. 2.50 - —
kgs.....lb. 2.70 - —
Betanaphthylamine, tech., kgs.lb. .51 - —
Beta root, bls.....lb. .19 - .21
Bismuth chloride, 5-lb. bots...lb. 3.00 - —
jars.....lb. 2.85 - —
Citrate, USP, VIII, 5-lb. bots. lb. 2.86 - —
jars.....lb. 2.75 - —
Hydroxide, 5-lb. bots.....lb. 3.46 - —
cns.....lb. 3.35 - —
Metal, ton lots.....lb. 1.25 - —
Nitrate, cryst., 5-lb. bots....lb. 1.45 - —
cns.....lb. 1.30 - —
Oxychloride, 5-lb. bots.....lb. 3.19 - —
cns., kgs.....lb. 3.10 - —
Subbenzoate, 5-lb. bots.....lb. 3.51 - —
fib. dms.....lb. 3.40 - —
Subcarbonate, bots., cns.....lb. 1.59 - 1.85
175-lb. bbls.....lb. 1.50 - —
X-ray, 5-lb. bots.....lb. 2.79 - —
fib. dms.....lb. 2.73 - —
Subgallate, bots., cns.....lb. 1.49 - 1.72
fib. dms.....lb. 1.40 - —
Subiodide, bots.....lb. 4.24 - —
fib. dms.....lb. 4.13 - —
Subnitrate, powd., bots., cns.lb. 1.29 - 1.57
250-lb. bbls.....lb. 1.20 - —
Subsalicylate, 60-66%, bots...lb. 2.39 - —
bbls., fib. dms.....lb. 2.50 - —
Sulphocarbolate, 5-lb. bots...lb. 3.76 - —
fib. dms.....lb. 3.65 - —
Trioxide, powd., 5-lb. bots...lb. 3.76 - —
cns.....lb. 3.65 - —
Bismuth ammonia, citrate, USP, powd., 25-lb. dms..lb. 3.40 - —
5-lb. cns.....lb. 3.45 - 3.50
Black, acetylene, c.l., works, duty paid..lb. .14 - —
Bone, 1A, c.l.....lb. .17 - —
l.c.l.....lb. .17½- —
3, c.l.....lb. .12 - —
l.c.l.....lb. 12½- —
4, c.l.....lb. .11 - —
l.c.l.....lb. .11½- —
5, c.l.....lb. .08½- —
l.c.l.....lb. .09 - —
6, c.l.....lb. .08½- —
l.c.l.....lb. .09 - —
7, c.l.....lb. .11½- —
l.c.l.....lb. .12 - —
8, c.l.....lb. .12½- —
l.c.l.....lb. .13 - —
Bone black prices are for barrels or bags, freight allowed East. Pacific Coast prices are 1½c. per lb. higher, ex dock or ex whse.
Carbon, regular, uncompressed, bgs., c.l., f.o.b. plants.lb. .03425- —
l.c.l., bgs. or cartons, f.o.b. whse..lb. .07½- —
divd.....lb. .07½- —
beads, compressed, bgs., c.l., f.o.b. plants..lb. .03350- —
l.c.l., bgs. or cartons, f.o.b. whse..lb. .07 - —
divd.....lb. .07 - —
bulk, cars, c.l., f.o.b. plants, lb. .03150- —
Charcoal (see C).
Graphite (see G).
Iron oxide, magnetic, pure, bbls., l.c.l., works..lb. .08½- —
Lamp, dom., 1, ctns., c.l., works..lb. .07 - —
l.c.l., works.....lb. .08 - —
2, ctns., c.l., works.....lb. .09 - —
l.c.l., works.....lb. .10 - —
2A, ctns., c.l., works.....lb. .11 - —
l.c.l., works.....lb. .12 - —
3, ctns., c.l., works.....lb. .13 - —
l.c.l., works.....lb. .14 - —
4, ctns., c.l., works.....lb. .15 - —
l.c.l., works.....lb. .16 - —
5, ctns., c.l., works.....lb. .17 - —
l.c.l., works.....lb. .18 - —
6, ctns., c.l., works.....lb. .24 - —
l.c.l., works.....lb. .25 - —
7, ctns., c.l., works.....lb. .34 - —
l.c.l., works.....lb. .35 - —
Mineral, vine type, bbls., l.c.l., f.o.b. works..lb. .0434- —
Vine, A, bbls., works or N. Y., lb. .04½- .05
B, bbls., works or N. Y..lb. .05¾- —
kegs, f.o.b. N. Y.....lb. .06 - —
dms., c.l., frt. alld.....lb. .09½ Nom.
Black dyes are listed under Dyes.
Black Haw root bark, bls.....lb. .40 - .45
Tree bark, bls.....lb. .16 - .17
Black Indian hemp root, bls..lb. .22 - .28
Blanc fixe, dry, by-product, bgs., c.l., works..ton.60.00 - —
l.c.l., works.....ton.67.50 - —
direct process, bgs., c.l., works, frt. equaled..ton.70.00 - —
l.c.l., same basis.....ton.80.00 -95.00
pulp, 66⅔%, bbls., c.l., works, ton.40.00 - —
l.c.l., works.....ton.46.50 - —
Bleaching powder, dms., c.l., works..100 lbs. 2.00 - 2.35
l.c.l., works.....100 lbs. 2.25 - 2.35

Blood, dried, dom., 16-16½ ammon., bgs., f.o.b. N. Y., unit-ton. 4.15 - —
high-grade, grd., 16-17 ammon, bulk, f.o.b. Chicago, unit-ton. 4.50 - —
import, bgs., c.i.f. ports, shipt..unit-ton. 4.15 - —
soluble (see Albumen, blood).
Bloodroot, lbs.....lb. .28 - .30
Blue, alkali, toner, bbls., divd. N. of Tenn. and N. C., E. of Miss. River, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis. lb. .85 - .90
Alkali blue toner prices are ½c. higher divd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1c. higher divd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Bronze, bbls., same basis, contracts..lb. .36 - —
Celestial, bbls.....lb. .10 - .12
Chinese, bbls., same basis, contracts..lb. .36 - —
Cobalt, genuine, 1-kilo pkg..lb. 4.90 - —
Imitation (see Blue, ultramarine).
Copper, phthalocyanin, bbls., f.o.b. works, frt. alld..lb. 3.30 - 3.75
Blue, milori, bbls., same basis, contracts..lb. .36 - —
Molybdated, Victoria, same basis, contracts..lb. 3.15 - —
Peacock, concentrated, same basis, contracts..lb. .75 - —
regular, same basis, contracts, lb. .54 - —
Potash, dom., bbls., same basis, contracts..lb. .42 - —
Prussian, bbls., same basis, contracts..lb. .36 - —
Tungstated, peacock, kgs....lb. 3.75 - —
Victoria, kgs.....lb. 3.30 - —
methyl violet, kgs.....lb. 2.10 - —
Ultramarine, dry or pulp, cobalt grades, bbls., works, frt. equald..lb. .22 - .24
jobbing grades, bbls., same basis..lb. .11 - —
regular grades, bbls., same basis..lb. .16 - .27
Blue, ultramarine, divd., ex whse., is 1c. higher; Pac. Coast, ex whse., 2c. higher; 100-lb. kgs., 1c. above bbls.; 28-lb. boxes, 5c. above bbls.
Victoria, ink toner, bbls., same basis alkali toner..lb. 1.83 - —
synthetic vehicle, bbls., same basis..lb. 1.93 - —
Blue dyes are listed under Dyes.
Blue flag root, bls.....lb. .15 - .20
Blue mass, USP, cns., tubs....lb. 1.67 - 1.84
powd., bots., cns., dms.....lb. 1.70 - 1.84

Bluestone (see Copper sulphate).
Blue vitriol (see Copper sulphate).
Bone, raw, dom., 4½% ammon., 50% phos., bgs., f.o.b. Chicago..ton.39.00 -40.00
import, bgs., c.i.f. ports..ton.37.50 - —
meal, steamed, dom., 3% ammon., 50% phos., bgs., f.o.b. Chicago..ton.38.00 -40.00
import, bgs., c.i.f. ports..ton.37.50 - —
phosphate, precip. (see Calcium phosphate dibasic, precip.).
steamed, dom., 1¼% ammon., 60% phos., bgs., f.o.b. Chicago..ton.40.00 -41.00
import, 1% ammon., 65-70% phos., bgs., c.i.f. ports..ton.42.00 - —
Boneset leaves, bls.....lb. .08½- .09
Borage flowers, bls.....lb. .45 - .48
Borax, tech., 99½% gran., bulk, c.l., frt. alld..ton.40.50 - —
bgs., c.l., frt. alld....ton.43.00 - —
ton lots, ex whse....ton.54.00 - —
less than ton lots, ex whse..ton.59.00 - —
bbls., c.l., frt. alld....ton.53.00 - —
ton lots, ex whse....ton.64.00 - —
less than ton lots, ex whse..ton.69.00 - —
powd., bgs., c.l., frt. alld. ton.48.00 - —

DOW PHARMACEUTICAL CHEMICALS

Medicinals for The American Public!

A large proportion of the prescriptions filled and proprietary products sold in America's drug stores as well as used in the Service today contain ingredients that are based on Dow pharmaceutical chemicals.

Thus, through the physician, the manufacturer of pharmaceuticals and the druggist, Dow has been serving the American public with medicinals for more than a generation.

The products Dow produces for pharmaceutical purposes number approximately forty and they have won their high place in this field because, whatever the requirements in properties and characteristics, they are dependable.

DOW PHARMACEUTICAL PRODUCTS INCLUDE:

Acetanilid, U.S.P.
Acetphenetidin, U.S.P.
Acetyl Salicylic Acid, U.S.P.
Acetyl Salicylic Acid, Granulation with Starch
Ammonium Bromide, U.S.P.
Ammonium Salicylate, U.S.P.
Antipyrene, U.S.P.
Benzoic Acid, U.S.P.
Bromoform, U.S.P., IX
Calcium Bromide, U.S.P.
Camphor, Monobromated, N.F.
Carbon Tetrachloride, C.P.
Chloroform, U.S.P.
Epsom Salt, U.S.P., Recrystallized
Ethyl Chloride, U.S.P.
Ferric Chloride, Crystals, U.S.P., X
Ferric Chloride Solution, U.S.P.
Glycine, Medicinal
Hydrobromic Acid, U.S.P. IX Quality
Iodine
Lithium Bromide, N.F.
Magnesium Salicylate
Magnesium Sulphate, Desiccated
Methyl Salicylate, U.S.P.
Phenol, U.S.P.
Potassium Bromide, U.S.P.
Potassium Iodide, U.S.P.
Salicylic Acid, U.S.P.
Salol, U.S.P.
Sodium Acetate, U.S.P.
Sodium Benzoate, U.S.P.
Sodium Bromide, U.S.P.
Sodium Salicylate, U.S.P.
Strontium Bromide, N.F.
Strontium Salicylate, N.F.
Tetrachlorethylene, Purified
2,4,6-Tribromphenol
Trichloracetic Acid, U.S.P.

THE DOW CHEMICAL COMPANY, MIDLAND, MICHIGAN
New York City, St. Louis, Chicago, San Francisco, Los Angeles, Seattle, Houston

DOW

Borax—Carbazole

Borax, tech., 99½% powd., bgs., ton lots, ex whse....ton.59.00 - —
less than ton lots, ex whse..ton.64.00 - —
bbls., c.l., frt. alld....ton.58.00 - —
ton lots, ex whse....ton.69.00 - —
less than ton lots, ex whse..ton.74.00 - —
USP, $15 per ton higher.
Bordeaux mixture, dms., c.l., dealers..lb. .11 - —
l.c.l., dealers, dms..lb. .11½- —
Bordeaux mixture prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. and over, no trucking or freight allowances for works or warehouse pickups.
Brazilwood extract (see Hypernic).
Brimstone (see Sulphur).
Bromine, purif., cs., 1,000 lbs., frt. alld. E. of Rookies..lb. .25 - .30
single pkg., same basis..lb. .30 - .35
Bromoform, USP, 100-lb. lots, bots..lb. 1.50 - —
cbys. .....lb. 1.42 - —
Bromstyrol .....lb. 3.50 - 3.75
Bronze powder, aluminum (see A).
Gold, litho, cns., dms., over 10 lbs..lb. .60 - .65
moulding, cns., dms., over 10 lbs..lb. .80 - 1.00
printing ink, cns., dms., over 10 lbs..lb. .85 - 1.20
radiator, cns., dms., over 10 lbs..lb. .45 - .50
Broomtops, bls.....lb. .15 - .16
Brown, iron oxide, pure precip., cks., f.o.b. N.Y..lb. .12 - —
Metallic, iron oxide, bbls., wks. lb. .02¾- —
paper bgs., c.l., works.....lb. .0260- —
Sap, crystals, dom., works...lb. .12 - —
powdered .....lb. .13 - —
Sienna, burnt, American, bbls., f.o.b. works..lb. .03½- .06
Italian, Amer. replacement type, bbls., f.o.b. works. lb. .03¾- .10¾
raw, American, bbls., f.o.b. works..lb. .03¼- .05¾
Italian, Amer. replacement type, bbls., f.o.b. works. lb. .08 - .10
Umber, American, bbls., works. lb. .03¾- —
Turkey, bbls., l.c.l., f.o.b. Bethlehem, Easton, Pa., N.Y..lb. .05 - —
St. Louis.....lb. .05½- —
ex car, Los Angeles.....lb. .05¾- —
Portland, San Francisco, Seattle..lb. .05¾- —
ex whse., Los Angeles. lb. .06½- —
Portland, San Francisco, Seattle..lb. .06 - —
Boston .....lb. .05 - —
Chicago, Indianapolis, New Orleans..lb. .05½- —
Kansas City .....lb. .06 - —
Minneapolis .....lb. .0560- —
Pittsburgh .....lb. .05¼- —
Vandyke, regular, bbls., l.c.l., works..lb. .09 - —
special .....lb. .12 - —
Brucine, 100 oz., cns.....oz. .35 - —
Sulphate, 100 oz., cns.....oz. .30 - —
Bryonia root, bls.....lb. .28 - .30
Buchu leaves, bls.....lb. .72 - .73
Buckthorn bark, true, bls.....lb. .75 - .80
cut and sifted, bbls.....lb. .75 - .80
Berries, bgs.....lb. .35 - .40
Burdock root, bls.....lb. .40 - .45
Burgundy pitch, dom., dms...lb. .05½- .06
Butternut bark, bls.....lb. .07 - .08
Butyl acetate[2], norm., dms., c.l., frt. alld..lb. .11 - .12
l.c.l., frt. alld.....lb. .11½- .12½
tanks, frt. alld.....lb. .10 - .11
tankwagons, frt. alld...lb. .10½- .11½
secondary, dms., c.l., frt. pd. E. of Miss. R..lb. .09 - —
dms., l.c.l., same terms.lb. .09½- —
tanks, same terms.....lb. .08 - —
Alcohol (see Alcohol).
Aldehyde, dms., c.l., works..lb. .15½- —
l.c.l., works.....lb. .16½- .17½
tanks, works.....lb. .14½- —
Carbinol, secondary, l.c.l., dms., works..lb. .60 - —
Chloride, normal, dms., c.l., works..lb. .25 - —
l.c.l. .....lb. .28 - —
Ether (see under Ether).
Lactate, dms.....lb. .23½- —
Propionate, dms., dlvd.....lb. .16½- .17
tanks .....lb. .15½- —
Stearate, dms.....lb. .32½- —
Butyric ether, bots.....gal. 6.50 - 6.95
cns., works.....lb. .65 - .70
dms., frt. alld. Met. N.Y..lb. .60 - —
Butane, com'l, 16-34°, tanks, group 3..gal. .02½- .03

C

Cadmium, bromide, 25-lb. jars, 50 lbs. or more..lb. 1.65 - 1.66
single jars.....lb. 1.70 - —
5-lb. bots.....lb. 1.84 - 1.91
Cyanide, 25-lb. bots., dlvd...lb. 3.00 - —
25-lb. cks., dlvd.....lb. 3.50 - —
Iodide, 5-lb. bots.....lb. 4.22 - —
25-lb. cans.....lb. 4.09 - —
Lithopone (see Yellow).
Metal, [3,4,5] pat., shapes, cs., dlvd..lb. .95 - —
ingots or sticks.....lb. .90 - —
Red (see Red).
Selenide (see Red).
Sulphite (see Yellow).
Caffeine, 10,000 lbs. or more, 100 lb. dms..lb. 2.60 - —
25 lb. dms.....lb. 2.63 - —
10 lb. cns.....lb. 2.65 - —
2,000 lbs. or more, 100-lb. dms. lb. 2.65 - —
25 lb. dms.....lb. 2.68 - —
10 lb. cns.....lb. 2.70 - —
1,000 lbs. or more, 100-lb. dms., lb. 2.70 - —
25 lb. dms.....lb. 2.73 - —
10 lb. cns.....lb. 2.75 - —
100 lbs. or more, 100-lb. dms.lb. 2.80 - —
25 lb. dms.....lb. 2.83 - —
10 lb. cns.....lb. 2.85 - —
less than 100 lbs., 10-lb. cns., lb. 3.15 - —
Citrated, bots.....lb. 2.30 Nom.
Hydrobromide, bots.....lb. 5.29 - 5.37
Calabar beans, bgs.....lb. .25 - .30
Calamus root, peeled, N. F., cs., lb. .85 Nom.
bleached, bls.....lb. No stocks
dom., natural, bls.....lb. .40 - .45
Calcium acetate, bgs., dlvd., 100 lbs. 3.00 - 4.00
Arsenate, bgs., c.l.....lb. .06½- .07½
l.c.l. .....lb. .06¾- .07¾
Calcium arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 90 lbs. or over; no frt. or truck allowances for plant or whse. pick-up.
Bromide, 100 lbs., works, frt. equald..lb. .65 - —
50 lbs., works.....lb. .67 - —
25 lbs., works.....lb. .70 - —
Carbide, dms., c.l., dlvd. 100 lbs. 4.75 - —
l.c.l., f.o.b. warehouse, 100 lbs. 4.85 - —
Carbonate (see Chalk and Whiting).
Chloride, flake, paper bgs., 77-80%, c.l., dlvd., ton.18.50 -35.00
l.c.l., 15 tons, dlvd....ton.21.50 -25.50
5 ton lots.....ton.23.50 -41.00
liquor, basis 40%, tanks, wks., ton. 7.50 - —
solid, dom., 73-75%, dms., c.l., dlvd..ton.18.00 -34.50
l.c.l., 15 ton, dlvd....ton.21.45 -25.45
5 ton lots.....ton.23.45 -40.95
Calcium chloride c.l. prices for flake in burlap paper-lined bags, $2.50 per ton over paper bags, and drums $3.50 per ton over paper bags.
Gluconate, USP, gran., 150-lb. bbls..lb. .52 - —
dms. .....lb. .57 - .59
cns. .....lb. .70 - —
Powd., 2c. per lb. lower.
Glycerophosphate, fib. dms., 1,000-lb. lots..lb. 1.25 - —
100-lb. lots.....lb. 1.40 - —
cns., 25 lbs.....lb. 1.65 - —
Hypophosphite, cns.....lb. .62 - .65
Iodide, bots., jars.....lb. 4.04 - 4.19
Lactate, USP, bbls., 200 lbs..lb. .27 - .28
Mandelate, dense, dms.....lb. 2.05 - 2.15
fluffy, dms.....lb. 2.05 - 2.15
Nitrate, fertilizer grade, bgs., to fert. mfrs., ex vessel Atlantic or Gulf ports..ton. No prices
tech., bbls., ton lots, works, lb. .12½- .13
Palmitate, bbls.....lb. .22 - .24
Phosphate, dibasic, precip., 38-40% P_2O_5, bgs., c.l.f. Atlantic ports, shipt..unit-ton. No prices
feeding grade, bgs., f.o.b. works..ton.75.00 - —
food grade, f.o.b. works, 10 bbls. and over..lb. .07 - —
5 to 9 bbls., same basis. lb. .09 - —
1 to 4 bbls., same basis.. lb. .10 - —
medicinal, bbls.....lb. .11½- .12
dms. .....lb. .12½- .13
monobasic, cryst., bgs., c.l., works, frt. equald..lb. .05¾- —
5 tons and over, bgs., same basis..lb. .06 - —
less than 5 tons, same basis. lb. .06½- —
tribasic, c.l., bbls., works. lb. .0635- —
l.c.l., bbls.....lb. .0705- .0785
Resinate, precip., bbls., 1 ton. lb. .13 - —
smaller lots.....lb. .14 - —
Stearate, precip., bbls., ctns., ton..lb. .26 - —
smaller quantities.....lb. .27 - —
Sulphate (see Gypsum).
Sulphide, 70%, CaS, bgs., c.l., works..ton.46.00 - —
80%, CaS, bgs., c.l., works.ton.51.00 - —
luminous, dom., tins, works. 100 lbs. 1.25 - —
Sulphocarbolate, 200-lb. bbls..lb. .48 - —
Calendula flowers, bls.....lb. .85 - .90
Calomel, bbls., fib. dms., kgs., 50 lbs. or more..lb. 2.95 - —
Camphor, natural, powd., cs...lb. 1.10 - 1.15
slabs, cs.....lb. 1.10 - 1.15
tablets, tin.....lb. 1.20 - 1.25
synth., dom., tech., bbls., contract, 2,000 lbs. or more, works..lb. .36 - —
smaller lots, works..lb. .41 - —
USP, or import, gran., powd., bbls., 2,000-lb. lots..lb. .63 - —
1,000-lb. lots.....lb. .64 - —
smaller lots.....lb. .65 - —
tablets, 2,000-lb. lots....lb. .76 - —
1,000-lb. lots.....lb. .77 - —
smaller lots.....lb. .78 - —
Monobromate, bulk, 100-lb. lots. lb. 2.40 - —
25 to 50-lb. lots.....lb. 2.50 - —
Canada balsam (see Fir, balsam).
Canary seed, Argentine, bgs...lb. .0360- .0385
Morocco, bgs.....lb. .0580-.0600
Canella alba bark, bls.....lb. .45 - .50
Cantharides, Chinese, cs.....lb. 1.50 - 1.60
powd., bxs.....lb. 1.75 - 1.85
Russian, cs.....lb. 4.50 Nom.
powd., bxs.....lb. 5.50 Nom.
Capsicum (see Pepper, red).
Caraway, Dutch, bgs.....lb. 1.00 - 1.05
Carbazole, 95%, dms., ton lots, works..lb. .70 - —
smaller quantities, works..lb. .80 - —
98%, dms., ton lots, works...lb. .75 - —
smaller quantities, works..lb. .85 - —

DRIERS AND METALLIC SOAPS

COBALT

Cobalt Acetate, 23% Co
Cobalt Carbonate, 49.5% Co
Cobalt Chloride, 24.5% Co
Cobalt Hydrate, 62% Co
Cobalt Linoleate Solid, 8.5% Co
Cobalt Linoleate Liquid, 4.26% and 6% Co
Cobalt Litho Drier, 3% and 4.26% Co
Cobalt Nitrate, 20% Co
Cobalt Paste Drier—
No. 18, 1.8% Co
No. 36, 3.2% Co
No. 42, 5.6% Co
No. 56, 4.6% Co
Cobalt Lead Paste Drier—
No. 49, 2.23% Co and 11.25% Pb
Cobalt Resinate Fused, 3% as oxide
Cobalt Resinate Precipitated, 7.2% Co
Cobalt Soyate Solid, 8.5% and 8% Co
Cobalt Sulphate 21% Co
Cobalt Oxide 71% Co

LEAD

Lead Acetate (all grades)
Lead Linoleate—
Precipitated, 26.15% Pb
Fused, 26.5% Pb
Lead Paste Drier—
No. 45 18% Pb
No. 49, 11.25% Pb and 2.23% Mn
Lead Resinate—
Fused, 16% and 19% Pb
Precipitated, 23% Pb
Lead Soyate, Solid Precipitated, 26.15% Pb

MANGANESE

Manganese Acetate, 22.4% Mn
Manganese Borate, 18% Mn
Manganese Carbonate, 41% Mn
Manganese Chloride, 27% Mn
Manganese Hydrate, 61% Mn
Manganese Linoleate—Solid, 8.2% Mn
Manganese Paste Drier—No. 44, 5.6% Mn
Manganese Resinate—Fused, 3.5% Mn
Precipitated, 7.2% Mn
Manganese Soyate Solid, 8.2% Mn
Manganese Sulphate
Manganese Oxide Black (all grindings), 58% Mn

ZINC

Zinc Linoleate Solid, 9.5% Zn
Zinc Resinate—Fused, 1% Zn
Precipitated, 8.8% Zn

STEARATES
Technical

Aluminum, Calcium, Copper, Lead, Magnesium and Zinc

MISCELLANEOUS

Laurates of Aluminum, Calcium and Zinc
Calcium Linoleate Pulp

UVERSOLS
(Naphthenate Type)

Uversol Cobalt Solid, 11.5%
Uversol Cobalt Liquid, 6%
Uversol Cobalt Lead Solid, No. 330, 3% Co and 30% Pb
Uversol Cobalt Liquid, No. 202, 2% Co and 20% Pb
Uversol Lead Solid, 40%
Uversol Lead Liquid, 32%, 24% and 16%
Uversol Lead Manganese Solid, No. 303, 30% Pb and 3% Mn
Uversol Lead Manganese Liquid, No. 220, 20% Pb and 2% Mn
Uversol Manganese Solid, 10.5%
Uversol Manganese Liquid, 6%
Uversol Zinc Solid, 16%
Uversol Zinc Liquid, 10% and 8%

HARSHAW DRIERS

THE HARSHAW CHEMICAL CO.
CLEVELAND, OHIO, AND PRINCIPAL CITIES

Carbinol, butyl, norm. (see Amyl alcohol, normal).
Diethyl, l.c.l., works.....lb. .60 - —
Dimethylethyl, l.c.l., works..lb. .60 - —
Isobutyl, c.l., dms., frt. alld..lb. .225 - —
l.c.l., same basis.....lb. .235 - —
tanks, same basis.....lb. .215 - —

Carbon bisulphide, 55 gal., dms., c.l., frt. alld. E. of Miss. R., N. of Ohio R..lb. .05 - —
l.c.l., same basis.....lb. .05¾- —
5-gal. dms., c.l., same basis, lb. .07 - .07½
l.c.l., same basis.....lb. .08 - .08½
Dioxide, cyls.....lb. .06 - .06

Tetrachloride, Zone 1, 52½-gal. dms., c.l., frt. alld..gal. .73 - —
l.c.l., frt. alld.....gal. .80 - —
5 or 10-gal. dms., c.l., frt. alld..gal. .97 - —
l.c.l., frt. alld.....gal. 1.07 - —
Zone 2, 52½-gal. dms., c.l., frt. alld..gal. .80 - —
l.c.l., frt. alld.....gal. .87 - —
5 or 10-gal. dms., c.l., frt. alld..gal. 1.04 - —
l.c.l., frt. alld.....gal. 1.14 - —
Zone 3, 52½-gal. dms., c.l., frt. alld..gal. .94 - —
l.c.l., frt. alld.....gal.1.00 - —
5 or 10-gal. dms., c.l., frt. alld..gal. 1.17 - —
l.c.l., frt. alld.....gal. 1.27 - —
Zone 4, 52½-gal. dms., c.l.gal. .83 - —
l.c.l. .....gal. .90 - —
5 or 10-gal. dms., c.l....gal. 1.07 - —
l.c.l. .....gal. 1.17 - —

All prices on carbon tetrachloride are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. cars, L. A. Cal.; S. F. Cal.; Portland, Ore., and Seattle, Wash. All packages are inclusive and not returnable. Zone 1 includes the following States:—Me., N. H., Vt., Mass., Ct., R. I., N. Y., N. J., Pa., Md., Del., Va., W.Va., N. C., Tenn., O., Ind., Mich., Ill., Wis., Minn., Ia., Mo., also the river towns of Burlington, Ia., and Kansas City, Kan. Zone 2 includes N. D., S. D., Neb., Kan., Okla., Ark., La., Miss., Ala., Ga., S. C. and Fla. Zone 3 includes that portion of Montana east of Billings and the states of Wyoming, Colo., N. M. and Texas. Zone 4 includes Wash., Idaho, Montana, Ore., Cal., Nev., Utah and Arizona.

Cardamom, bleached, cs.....lb. 1.45 - 1.60
decorticated, cs.....lb. 1.20 - 1.30
green, Ceylon, bgs.....lb. .95 - 1.00
Carob bean flour (see Gum, Locust bean).
Carvol, bots.....lb. 4.00 - 4.25
Cascara sagrada bark, bulk....lb. .20 - .21
Case-hardening mixtures, 30% lump, dms., l.c.l..lb. .09 - —
Casein, dom., 20-30 mesh, bgs., c.l., dlvd..lb. .29 - .30
5 tons, works.....lb. .29¼- .30½
smaller lots, works.....lb. .29½- .30½
80-100 mesh, c.l., dlvd.....lb. .29½- .30½
5 tons, works.....lb. .29¾- .30¾
smaller lots, works.....lb. .30 - .31
Import, Argent., 20-30 mesh, bgs., c.l., c.i.f.....lb. .22½- —
80-100 mesh, bgs., c.l., c.i.f..lb. .23 - —
French, 30 mesh, bgs., c.l., duty paid..lb. No prices
New Zealand, 20-30 mesh., c.l., bgs., duty paid..lb. No prices
Cassia, Batavia, No. 1, thin quill, bls..lb. .21½- .22
No. 1, regular, bls.....lb. .20½- .21
shortstick, bls.....lb. .19 - .19½
broken, bls.....lb. .18 - .18½
China, buds, bgs.....lb. .17½- .18
Rolls, select, bls.....lb. .16 - .16½
broken, extra, bls.....lb. .15½- .16
Saigon, No. 1, 4-10-4, bls....lb. .34½- .35
10-6-2, bls.....lb. .35 - .35½
all thin, bls.....lb. .36 - .37
Cassia fistula, bskts.....lb. .18 - .19
Castoreum, nat., cns.....lb.12.50 -15.00
Synth, bots.....lb.19.00 - —
Castor beans, Brazilian, ship't, c.&f., N.Y., lon ton.80.00 -82.00
Oil (see Oil, castor).
Pomace, dom., 6½% ammon., bgs., c.l., works..ton.15.50 -16.00
import, bgs., c.i.f. ports, shipment..ton. No prices
Celery seed, French, bgs.....lb. .90 - .95
Indian .....lb. .45 - .46
Celluloid scrap (see Pyroxylin scrap).
Cellulose, acetate, flake, gran., frt. alld..lb. .30 - —
Acetate-butyrate, high (36.5% butyryl content), 100-lb. ctn., 5,000 lbs. and up, frt. alld. lb. .45 - —
1,000-4,900 lbs., frt. alld.lb. .46 - —
100-900 lbs., frt. alld...lb. .47 - —
smaller pkgs., works.....lb. .48 - —
medium (15.5 or 17.0%), 100-lb. ctns., 5,000 lbs. and up, frt. alld..lb. .43 - —
1,000-4,900 lbs., frt. alld.lb. .44 - —
100-900 lbs., frt. alld....lb. .45 - —
smaller pkgs., works.....lb. .46 - —
acetate-propionate, high (31.5% propionly content), 100-lbs. ctn., 5,000 lbs. and up, frt. alld..lb. .45 - —
1,000-4,900 lbs., frt. alld.lb. .46 - —
100-900 lbs., frt. alld...lb. .47 - —
smaller pkgs, works.....lb. .48 - —
Triacetate, flake, frt. alld....lb. .30 - —
Cerium hydrate, dms., works..lb. .60 - —
oxalate, USP, bbls., works..lb. .35 - —
kgs., works.....lb. .37 - —
Chalk, precip., papermakers, bgs., c.l., works..ton.32.50 - —
rubbermakers, bgs., c.l., works, ton.30.00 - —
other industries, and paints, bgs., c.l., works..ton.40.00 - —
drugs, dentifrices and cosmetics, c.l., spot..lb. .02¾- —
Chamomile flowers, Hungarian, genuine, cs..lb. .85 - 1.00
Roman, bls.....lb. 3.25 Nom.
Charcoal, softwood, gran., bgs., c.l., dlvd., Ala., Del., Ga., Ky., Md., Miss., N. J., N. Y., N. C., S. C., Tenn., Va., W. Va..ton.35.40 - —
Colo. .....ton.32.00 - —
Conn., Me., Mass., N. H., R. I., Vt..ton.35.80 - —
Ill. (except river point), Minn., Neb., Wis..ton.27.00 - —
Indiana .....ton.31.00 - —
Ill. (river points), Mo., Okla., Tex. (except El Paso), Ia..ton.25.00 - —
Kansas, El Paso, Tex., ton.26.00 - —
Michigan .....ton.32.80 - —
Ohio .....ton.32.80 - —
Penn. .....ton.34.80 - —
Utah .....ton.36.00 - —
Willow, powd., bbls.....lb. .06 - .07
Chestnut extract, clarif., 25% tan., bbls., c.l., works..lb. .0240- —
l.c.l., bbls., works.....lb. .0265- —
tanks, works.....lb. .0190- —
Chillies (see Pepper, red).

China clay, dom., dry-grd., air-float, 99.75%, 300 mesh, bgs., c.l., works..ton. 9.50 - —
l.c.l., works....ton.10.00 -16.00
bulk, c.l., works..ton. 7.60 - —
200 mesh, bgs., c.l., works..ton. 8.50 - —
l.c.l., works....ton. 9.50 -15.50
wet-grd., silk-bolt, 99.9%, 325 mesh, bulk, c.l., works.. ton. 9.50 - —
paper bgs., c.l., works, ton.12.50 - —
import, white, lump, bulk, c.l., ex dock, Balto., Boston, Norfolk Phila..ton.18.60 -23.00
powd., cks., l.c.l., ex whse., ton.45.00 - —
Chloral hydrate, jars, 1,000 lbs.lb. .93 - 1.02
500 lbs.....lb. .96 - 1.05
100 lbs.....lb. .98 - 1.07
25 lbs.....lb. 1.00 - 1.09
1-10 lbs.....lb. 1.05 - 1.12
dms., 1,000 lbs.....lb. .90 - —
500 lbs.....lb. .93 - —
100 lbs.....lb. .95 - —
Chlorinated rubber, standard, c.l., ctns., works..lb. .32 - —
100 lbs., ctns.....lb. .35 - —
smaller lots.....lb. .38 - —
Chlorine,[8,9] liq., cyls., c.l., divd., N.Y..lb. .05¼- —
contracts, divd., N. Y....lb. .05¼- —
l.c.l., divd. N. Y.....lb. .07¼- —
tanks, single units, works, frt. equald..100 lbs. 1.75 - 2.00
multiple unit, 3 or over, works, frt. equald..100 lbs. 1.90 - 2.25
2, works, frt. equald., 100 lbs. 2.40 - 2.75
1, works frt. equald., 100 lbs. 2.90 - 3.25

Chloroform, tech., 650-lb. dms.lb. .20 - —
100 lb. dms.....lb. .22 - —
50-lb. dms.....lb. .23 - —
USP, 650-lb. dms.....lb. .30 - —
100-lb. dms.....lb. .32 - —
50-lb. dms.....lb. .33 - —
Chlorpicrin, com'l, 180-lb. cyls., frt. alld..lb. .80 - —
100-lb. cyls., frt. alld.....lb. .85 - —
25-lb. cyls., works.....lb. 1.00 - 1.15
1-lb. bot., case 2 works, lb. 1.25 - —
Chrome acetate, powd., 24%, bbls., lb. .22 - —
solut., 8½%, cs., bbls.....lb. .07¾- .08½
Cake, bulk, c.l., works.....ton.16.00 - —
Green (see Green, chrome).
Oxide (see Green, chrome).
Sulphate, pearls, dms., 100 lbs., lb. .40 - —
powd., dms., 100 lbs.....lb. .45 - —
scale, dms., 100 lbs.....lb. .45 - —
Trioxide (see Acid, chromic).
Yellow (see Yellow, chrome).
Chrysarobin, 5-lb. bot.....lb. 5.00 - —
Cinchona bark, quill, USP, 10 in., medium, cs..lb. .85 - .90
20 in., thick, cs.....lb. .85 - .90
20 in., medium, cs.....lb. .85 - .90
USP, broken quill, red, bgs..lb. .20 - .21
yellow, bgs.....lb. .20 - .21
Cinchonidine, small crys., cns., 100 ozs..oz. .89 - —
Sulphate, N.F., cans., 100 ozs.oz. .53 - —

Cinchonidine buyers must pay a surcharge of 8¼c. per oz. to cover present war risk insurance, higher ocean freight rates and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Carbinol—Coaltar

Cinchonine, small crys., cns., 100 ozs..oz. .62 - —
large cryst., cns., 100 ozs.oz. .66 - —
Sulphate, N.F., cns., 100 ozs.oz. .42 - —

Cinchonine buyers must pay a surcharge of 8¼c. per oz. to cover present war risk insurance, higher ocean freight rates and other expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Cinchophen, USP, 25-lb. fib. dms., lb. 3.55 - 3.60
1 and 5-lb. bots.....lb. 3.70 - 3.80
100 lbs., dms.....lb. 3.50 - —
Cinnamic alcohol (see Alcohol, cinnamic).
Aldehyde, 99-100% pure, cbys., cns..lb. 1.25 - 1.60
Cinnamon, Ceylon, 2 bls.....lb. .25½- .26
3 bls.....lb. No stocks
Citral, beta, cns.....lb. 3.00 - 4.00
Citrine ointment, jars.....lb. .98 - 1.00
Citronellal, bots., dms.....lb. 1.50 - 2.25
Citronellol, bots., dms.....lb. 1.75 - 2.60
Clove, Amboyna, bgs.....lb. .24½- .25
Zanzibar .....lb. .15¾- .15¾
Clover tops, red, bgs.....lb. .35 - .40
dom., bgs.....lb. .50 - .85
Coaltar, coal-gas, crude, bbls., c.l., works..bbls. 7.50 - 7.75
l.c.l., works.....bbl. 8.25 - 8.50
tanks, works.....gal. .07½- .09
refd., bbls., c.l., works....bbl. 8.00 - 8.25
l.c.l., works.....bbl. 8.75 - 9.00
tanks, works.....gal. .08½- .10
water-gas, crude, dms., c.l., works..dm. 7.50 - —
l.c.l., works.....dm. 8.25 - —
l.c.l., works.....dm. 8.75 - —
refd., dms., c.l., works...dm. 8.00 - —

HEADQUARTERS FOR

ALKALIES

and related products

Soda Ash
Caustic Soda
Causticized Ash
Modified Sodas
Calcium Chloride
Liquid Chlorine

60th ANNIVERSARY 1881 • 1941

Ammonium Chloride
Caustic Potash
Potassium Carbonate
Para-dichlorobenzene
Para-Baco*
Sodium Nitrite

* Trade Mark Reg. U. S. Pat. Off.

SOLVAY SALES CORPORATION
Alkalies and Chemical Products Manufactured by The Solvay Process Company
40 RECTOR STREET • NEW YORK, N. Y.

BRANCH SALES OFFICES:
BOSTON • CHARLOTTE • CHICAGO • CINCINNATI • CLEVELAND • DETROIT
NEW ORLEANS • NEW YORK • PHILADELPHIA • PITTSBURGH • ST. LOUIS • SYRACUSE

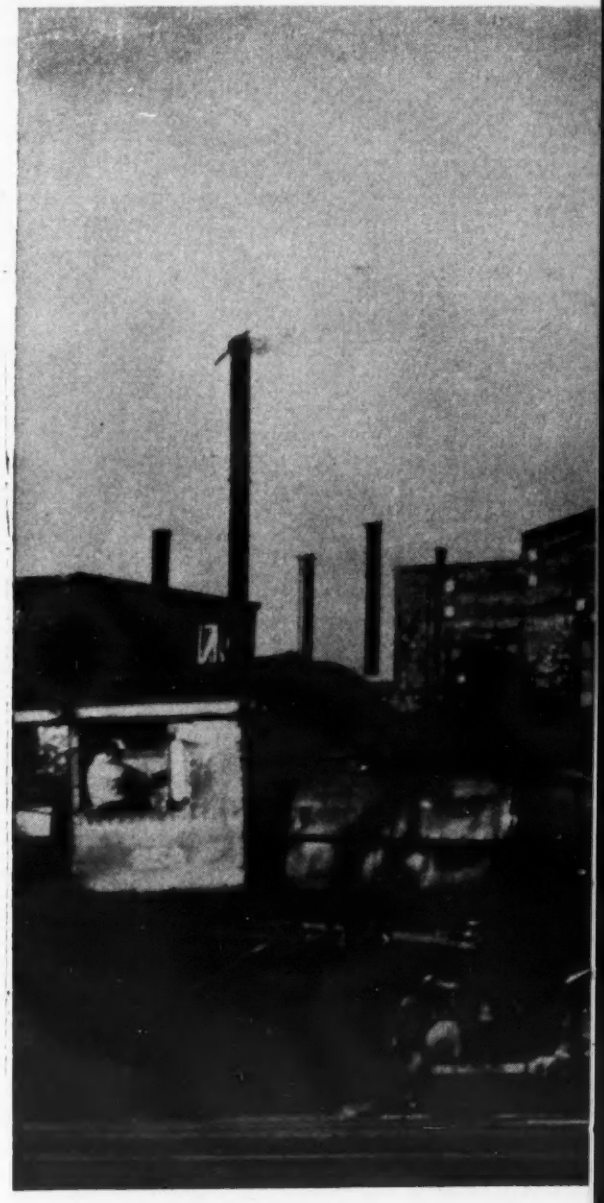
PLANTS LOCATED AT: SYRACUSE, N. Y. • DETROIT, MICH. • HOPEWELL, VA. • BATON ROUGE, LA.

Cobalt Acetate—Dimethyl Phtha.

Cobalt acetate, bbls., kgs., dlvd.	lb.	.83¾	—
Carbonate, powd., bgs., works,	lb.	1.58	—
Chloride, kgs. works	lb.	.85	—
Hydrate, bbls.	lb.	1.98	—
Linoleate, paste, 5%, dms.	lb.	.31	—
solid, 8½%, dms.	lb.	.42	—
Oleate, bbls.	lb.	.25	Nom.
Oxide, black, kgs.	lb.	1.84	—
Resinate, fused A, bbls.	lb.	.13½	—
1 %, cobalt oxide, bbls.	lb.	.13	—
2 %, cobalt oxide, bbls.	lb.	.14	—
3½%, cobalt oxide, bbls.	lb.	.17½	—
precip., dms., dlvd.	lb.	.34	—
Sulphate, dms.	lb.	.65	—
Cocaine, hydrochloride, 100 ozs., cns.	oz.	9.75	—
Cochineal, gray, bgs.	lb.	.37	.38
Teneriffe, silver, bgs.	lb.	.38	.39
Cocoa butter, bulk, c.l., bgs.	lb.	.2260	.2275
Cocillana bark, bgs.	lb.	.22	.23
Codeine, cns., 100 ozs.	oz.	11.70	—
Hydrochloride, cns., 100 ozs.	oz.	10.50	—
Phosphate, cns., 100 ozs.	oz.	9.00	—
Sulphate, cns., 100 ozs.	oz.	9.50	—
Codliver oil (see Oil, codliver).			
Cohosh, black, root, bls.	lb.	.07	.08
Blue, root, bls.	lb.	.07	.08
Colchicine, bots., cns.	oz.	36.00	—
Colchicum seed, bgs.	lb.	2.50	Nom.
Collodion, USP, dms., 325 lbs.	lb.	.15	—
cns., 25 lbs.	lb.	.19	.20
flexible, USP, dms., 325 lbs.	lb.	.17	—
cns., 25 lbs.	lb.	.21	.22
Colocynth pulp, bls.	lb.	.95	1.00
Colombo root, bls.	lb.	.22	.23
Coltsfoot leaves, bgs.	lb.	.35	.40
Condurango bark, bgs.	lb.	.10	.11
Conium leaves, bls.	lb.	.30	.32
Copaiba, balsam, Para, cns.	lb.	.32	.33
S. A., USP, cns.	lb.	.34	.35
Copper acetate, normal, bbls., dlvd.	lb.	.24	—
smaller containers, dlvd.	lb.	.26	—
Carbonate, 52-54%, bbls.	lb.	.18	.20½
Chloride, anhyd., bbls.	lb.	.19½	—
cryst.	lb.	.13½	.14½
Cyanide, tech., bbls.	lb.	.34	.38
Iodide, bots.	lb.	5.15	5.19
Metal, [1,2,5] electrolytic	lb.	.12	.12½
Nitrate tech., cryst., bbls.	lb.	.16	.18½
Oleate, precip., bbls.	lb.	.20	—
Oxide, black, bbls., tons, works,	lb.	.19½	.21
Red, com'l, kgs., f.o.b. N. Y.,	lb.	.20	.22
Resinate, precip., bbls.	lb.	.15	.16
Sulphate, 99%, cryst., bbls., c.l., f.o.b. works	100 lbs.	5.15	5.50
l.c.l., 16-50 bbls., same basis,	100 lbs.	5.30	5.65
6-15 bbls., same basis,	100 lbs.	5.40	5.75
1-5 bbls., same basis,	100 lbs.	5.65	6.00
monohydrated, dms., c.l. dealers, f.o.b. works	100 lbs.	9.20	—
l.c.l., dealers	100 lbs.	10.20	—
Copperas, cryst., gran., bgs., c.l., works	ton.	17.00	—
bbls., c.l., works	ton.	20.00	—
l.c.l., 25 or over, works,	100 lbs.	1.55	—
1-4, works	100 lbs.	2.00	—
bulk, c.l., works	ton.	14.00	—
Copra, Coast, ship	lb.	.04	—
Coriander, bgs.	lb.	.10½	.11
bleached, bgs.	lb.	.11½	.12
Corn silk, bls.	lb.	.22	.23
Corn sugar, tanners', chipped, bgs., c.l., dlvd.	100 lbs.	4.03	—
slabs, bbls., c.l.	100 lbs.	3.41	—
solid, bbls., c.l.	100 lbs.	3.53	—
Syrup, 42°, bbls., c.l.	100 lbs.	3.52	—
43°, bbls., c.l.	100 lbs.	3.57	—
Corrosive sublimate, cryst., dms., 50 lbs. or more	lb.	2.39	—
gran., powd., dms., 50 lbs. or more	lb.	2.24	—
Cottonroot bark, bls.	lb.	.14	.15
Cottonseed, hull ash, 32-36% pot-ash, bgs., dlvd.	unit-ton.	1.00	—
meal, 8%, Southeast, mills	ton.	39.50	—
Coumarin, 5 lbs. or more, 25-lb. cns.	lb.	2.75	3.00
5-lb. cns.	lb.	2.85	3.10
1-lb. cns.	lb.	3.00	3.25
1-oz. cns.	lb.	3.35	3.60
less than 5 dms., cns.	lb.	4.15	4.65
Cramp bark, genuine, bls.	lb.	.80	.85
so-called, bls.	lb.	.06	.07
Cranesbill root, bls.	lb.	.10	.13
Cream of tartar, gran. or powd., bbls., 5,000 lbs., one shipm't.	lb.	.57½	—
smaller lots, bbls.	lb.	.58	—
kgs.	lb.	.58½	—
Creosote, beechwood, cbys., dms.	lbs.	.80	.85
bots.	lb.	1.00	1.04
hardwood, USP, bots.	lb.	.60	.77
Pine, dms.	gal.	.28	—
Carbonate, bots., cbys.	lb.	2.10	2.39
Oil, crude, tanks, works	gal.	.13½	.14½
Coaltar, solution, tanks, works,	gal.	.122	.132
refd., bbls., l.c.l., works.	gal.	.26	—
tanks, works	gal.	.18	.18½
Cresol,[8] USP, dms., c.l., works,	lb.	.10¼	.10¾
l.c.l., same basis	lb.	.10¾	.11¼
special resin grade, dms., c.l., works	lb.	.09¼	.09¾
l.c.l., same basis	lb.	.09¾	.10¼
Crotonaldehyde, 97%, 55 and 110 gal., l.c.l., works	lb.	.15	—
5 and 10-gal. dms., works	lb.	.18	—
Cryolite, syn., c.l., frt. alld. E. of Miss. River	lb.	.08¼	—
l.c.l., works	lb.	.09¼	—
natural, c.l.	100 lbs.	8.75	—
l.c.l.	100 lbs.	9.25	—
Cube root, powd., 5% rotenone, bbls., f.o.b. N.Y.C.	lb.	.30	.32
4% rotenone prices are 3c. per lb. less.			
Cubeb berries, XX, bgs.	lb.	.48	.50
powd., cs.	lb.	.53	.54
Culver's root, bls.	lb.	.22	.24
Cumin seed, Morocco, bgs.	lb.	.18½	.19
Cyprus, bgs.	lb.	.18¼	.18¾
Indian, bgs.	lb.	.16¾	.17¼
Persian, bgs.	lb.	.17½	.18
Cutch, Borneo, extract, solid, contract, f.o.b. N.Y., duty paid	lb.	.04¾	—
Cyanamide, 22% N, pulv., bgs., dlvd., contracts	unit-ton.	No prices	
Cyanide-chloride, mixture, 45%, gran., dms.	lb.	.10¾	—
lump, dms.	lb.	.09¾	—
75%, gran., dms.	lb.	.15	—
Cyclohexane, 98-100%, dms., wks.	lb.	.16	—
Cyclohexanol, 98-100%, dms., wks.	lb.	.23	—
Cyclohexanone, 98-100%, dms., works	lb.	.32	—
Cyclopropane, USP, cyls., dlvd.	gal.	.27	—

D

Damiana leaves, bls.	lb.	.15	.16
Dandelion root, bls.	lb.	.60	.65
Decanol, normal, tech., 350 lbs., dms., dlvd.	lb.	.35	—
Deertongue leaves, bls.	lb.	.12	.14
Degras, common, dom., bbls.	lb.	.08½	.08¾
neutral, dom., bbls.	lb.	.16	.19
Derris root, powd., 5% rotenone, bbls., f.o.b. N. Y.	lb.	.30	.34
4% rotenone prices are 3c. per lb. less.			
Derris, extract, 30% rotenone, bulk, cns.	lb.	3.50	4.25
Dextrin, British gum, c.l., f.o.b. Chicago	100 lbs.	4.25	—
l.c.l., f.o.b. Chicago	100 lbs.	4.35	—
Corn, canary, bgs., c.l., f.o.b. Chicago	100 lbs.	4.00	—
l.c.l., f.o.b. Chicago	100 lbs.	4.80	—
white, bgs., c.l., f.o.b. Chicago	100 lbs.	3.95	—
l.c.l., f.o.b. Chicago	100 lbs.	4.15	—
Potato, bgs., dom., c.l.	lb.	.09¼	—
l.c.l., bgs.	lb.	.10	.10½
Diacetone (see under Alcohol).			
Diacetyl, bots.	lb.	9.50	11.00
Diamyl ether, dms., c.l., works,	lb.	.085	—
l.c.l., works	lb.	.092	—
tanks, works	lb.	.075	—
Phthalate, dms., c.l., dlvd.	lb.	.21	—
l.c.l., dlvd.	lb.	.21½	—
tanks, dlvd.	lb.	.20	—
Diamylamine, dms., c.l., works,	lb.	.30	—
l.c.l., works	lb.	.33	—
Diamylene, dms., c.l., works	lb.	.105	—
l.c.l., works	lb.	.112	—
tanks, works	lb.	.095	—
Diamylnaphthalene, dms., l.c.l., works	lb.	.17	—
Diamylphenol (2, 4), dms., c.l., works	lb.	.18	—
l.c.l.	lb.	.21	—
Diatomaceous earth, dom., natural, bgs., c.l., f.o.b. Pacific	cst.	22.00	25.00
l.c.l., ex whse.	ton.	45.00	—
purified, bgs., c.l., f.o.b. Atlantic seaboard	ton.	35.00	39.00
l.c.l., ex whse.	ton.	85.00	90.00
chemically pure, bgs., c.l., f.o.b. Atlantic seaboard	lb.	.07	—
l.c.l., ex whse.	lb.	.10	.16
Import, Algerian, bgs., c.l., c.i.f.	ton.	No prices	
Mexican, white, bgs., c.l., c.i.f.	lb.	.02	.03
l.c.l.	lb.	.04	.06
Dibutylamine, dms., c.l., works,	lb.	.50	—
l.c.l.	lb.	.53	—
tanks, works	lb.	.48	—
Diamyl sulphide, l.c.l., dms., works	lb.	.25	—
Dibutyl ether (see Ether, butyl).			
Phthalate,[2] dms., c.l., dlvd.	lb.	.19	.20
l.c.l., dlvd.	lb.	.19½	.20½
tanks, dlvd.	lb.	.18	.19
cns., works	lb.	.23½	.25½
Sebacate, dms., works	lb.	.45	.47
Tartrate, dom., dms.	lb.	.87	—
Dicalcium phosphate (see Calcium phosphate dibasic).			
Dichlorethyl ether, dms., c.l., works	lb.	.037	—
l.c.l.	lb.	.04½	—
tanks	lb.	.03	—
Dichloropentanes, dms., c.l., works	lb.	.037	—
l.c.l.	lb.	.04½	—
tanks	lb.	.03	—
Diethanolamine, dms., c.l., works,	lb.	.23½	—
l.c.l., works	lb.	.24½	—
tanks, works	lb.	.22½	—
Diethylamine, dms., l.c.l., works,	lb.	.70	—
Diethylamino ethanol, l.c.l., dms., works, frt. alld. E. of Miss. river, l.c.l., dms.	lb.	.75	—
Diethylanilin, dms.	lb.	.40	—
Diethylcarbonate, com'l, dms.	lb.	.25	—
refd., 99%, dms.	lb.	.35	—
Oxalate, dms., l.c.l., dlvd.	lb.	.28	—
Diethyl phthalate, dms., c.l., dlvd.	lb.	.20	—
l.c.l.	lb.	.20½	—
tanks	lb.	.19	—
Sulphate, dms., c.l., works	lb.	.13	—
l.c.l., works	lb.	.14	—
tanks	lb.	.12	—
Diethyleneglycol, dms., c.l., works,	lb.	.14	—
l.c.l., works	lb.	.15½	—
Monobutylether, dms., works	lb.	.22½	.24½
Monoethylether, dms., c.l., works	lb.	.14½	—
l.c.l., works	lb.	.15½	—
tanks, works	lb.	.13½	—
Digitalis leaves, dms.	lb.	.40	.42
Diglycol, laurate, c.l.	lb.	.16	—
Oleate, light, bbls., c.l.	lb.	.17	—
Stearate, bbls., c.l.	lb.	.22	—
Di-isobutyl ketone, dms., works	lb.	.19	—
Dillseed, cleaned, bgs.	lb.	.07¾	.08¼
Dimethyl phthalate, dms., c.l., dlvd.	lb.	.20	—
l.c.l., dlvd.	lb.	.20½	—
tanks, dlvd.	lb.	.19	—



AS IT STANDS TODAY—

Ours is one of the country's largest plants devoted to the production of alkalies and related chemicals. Steps already undertaken will doubtless keep it so for the future.

But the importance of Columbia's progress to today's users of alkalies goes far beyond mere size. Time and again we have taken the lead in supplying these materials in higher, more economical concentration—in raising their purity substantially above previous levels—in devising more effective means for safeguarding these improved qualities up to the moment you use them.

This record is especially important to all manufacturers. It means that you can count on Columbia for chemicals of unfailingly high quality. It means that our Technical Service Department is exceptionally well equipped to help you make the most of available supplies. It means, too, that our forward-looking research program may well prove a fruitful source of replacements for some chemicals that are overworked at present.

Dimethylamine, dms., c.l., dlvd.lb. .85 - —
l.c.l., dlvd.....lb. .90 - —
Dimethylanilin, dms., c.l.....lb. .23 - —
l.c.l., dms.....lb. .24 - —
Dinitrobenzene, bbls., 80° min.lb. .18 - —
Dinitrochlorobenzene, dms.....lb. .14 - —
Dinitronaphthalene, kgs.....lb. .35 - .38
Dinitrophenol, bbls.....lb. .22 - —
Dinitrotoluene, dms.....lb. .18 - —
oily, dms.....lb. .05 - —
Diorthotoluolguanidin, dms., 2,000 lbs. or over, dlvd..lb. .44 - —
600-1,950 lbs., dlvd.....lb. .46 - —
150-450 lbs., dlvd.....lb. .47 - —
Dioxan, dms., c.l., frt. alld....lb. .20 - —
l.c.l., same basis.....lb. .21 - —
tanks, same basis.....lb. .19 - —
Dip oil (see Tar acid oil).
Dipentene, dms.....gal. .50 - .51
tanks.....gal. .51 - —
dest., dist., dms.....gal. .55 - .58
tanks.....gal. .48 - —
Diphenyl, bbls., c.l., works....lb. .15 - —
l.c.l., works.....lb. .16 - .20
Oxide, perfume grade, dms..lb. .43 - .45
cns.....lb. .48 - .50
Diphenylamine, bbls.....lb. .25 - —
Diphenylguanidin, dms., 2,000 lbs. or over, dlvd..lb. .35 - —
600-1,950 lbs., dlvd.....lb. .36 - —
150-450 lbs., dlvd.....lb. .37 - —
Dimethylethyl carbinol (see Carbinol).
Divi-Divi, Colombian.....ton.43.00 - —
Venezuelan.....ton.47.00 - —
Doggrass root, imp. cut, NF, bls. lb. .88 - 1.00
domestic, bls.....lb. .36 - .37
Dogwood bark, Jamaica, bls...lb. .08 - .09
Dovers powder, USP, cns.....lb. 2.75 - 2.80
Dragon's blood, mass, cs.....lb. .65 - .85
reeds, cs.....lb. 1.00 - 1.05

Dyes, coaltar (certified colors) for foods, drugs and cosmetics:—
Blue, FD&C blue, No. 1, cns..lb.13.50 - —
FD&C blue, No. 2, cns....lb.13.50 - —
Green FD&C green, No. 2, cns. lb.17.50 - —
FD&C green, No. 3, cns....lb.27.50 - —
FD&C green, No. 1, cns....lb.13.50 - —
Orange, FD&C orange, No. 1, cns..lb. 2.90 - —
FD&C orange, No. 2, cns..lb. 3.65 - —
Red, FD&C red, No. 1, cns..lb. 6.00 - —
FD&C red, No. 2, cns.....lb. 3.15 - —
FD&C red, No. 3, cns.....lb.17.50 - —
FD&C red, No. 4, cns.....lb. 5.75 - —
FD&C red, No. 32, cns.....lb. 4.15 - —
Yellow, FD&C yellow, No. 1, cns..lb. 8.50 - —
FD&C yellow, No. 3, cns..lb. 2.65 - —
FD&C yellow, No. 4, cns..lb. 2.65 - —
FD&C yellow, No. 5, cns..lb. 3.15 - —
FD&C yellow, No. 6, cns..lb. 3.15 - —

Dyes, coaltar (certified colors), for drugs and cosmetics:—
Black, D&C black, No. 1....lb. 8.35 - —
Blue, D&C blue, No. 6.....lb.13.50 - —
Brown, D&C brown, No. 1, cns., lb.12.35 - —
Green, D&C green, No. 5, cns., lb.12.35 - —
D&C green, No. 6, cns.....lb.12.35 - —
Orange, D&C orange, No. 3, cns..lb. 8.35 - —
D&C orange, No. 4, cns....lb.15.35 - —
D&C orange, No. 10, cns...lb.15.85 - —
D&C orange, No. 11, cns...lb.17.35 - —
Red, D&C red, No. 5.....lb. 6.00 - —
D&C red, No. 17.....lb. 8.35 - —
D&C red, No. 18.....lb.18.35 - —
D&C red, No. 19, cns.....lb.15.35 - —
D&C red, No. 22, cns.....lb. 8.35 - —

Dyes, coaltar (certified colors), for drugs and cosmetics:—
D&C red, No. 33.....lb.13.35 - —
D&C red, No. 37, cns.....lb.12.35 - —
Yellow, D&C yellow, No. 7, cns..lb. 8.35 - —
D&C yellow, No. 3, cns....lb. 8.35 - —
D&C yellow, No. 11.....lb.10.35 - —

Dyes, coaltar (certified colors), for external use drugs and cosmetics:—
Blue, Ext. D&C blue, No. 1, cns..lb.12.35 - —
Green, Ext. D&C green, No. 1, cns..lb.12.35 - —
Red, Ext. D&C red, No. 1, cns..lb.10.35 - —
Ext. D&C red, No. 3.....lb.21.85 - —
Ext. D&C red, No. 8.....lb. 7.85 - —
Ext. D&C red, No. 10, cns..lb.12.35 - —
Ext. D&C red, No. 13, cns..lb.12.35 - —
Yellow, Ext. D&C yellow No. 1, cns..lb. 8.85 - —

Dyes, coaltar, for general uses (numbers are those of Colour index scale):—
36 Chrome yellow 2G....lb. .65 - .70
40 Chrome yellow R.....lb. .50 - 1.00
53 Victoria violet.....lb. .80 - 1.00
165 Lake red C.....lb. .70 - .80
170 Fast red A.....lb. .56 - .60
180 Fast red VR.....lb. 1.50 - 1.60
189 Lake red R, paste....lb. .85 - .90
189 Lake red R, powd....lb. 3.00 - 3.10
Sulphur tan.....lb. .30 - .50
202 Chrome blue black U.lb. .32 - .40
204 Chrome black A.....lb. 1.75 - 2.00
208 Fast red blue R.....lb. .75 - 2.00
216 Chrome red B.....lb. 1.75 - 2.00
262 Cloth red 2B.....lb. .60 - .80
289 Fast cyanin 5R.....lb. .90 - 1.00
299 Chrome black F.....lb. .60 - .65

Dyes, coaltar, for general uses (numbers are those of Colour index scale):—
307 Fast cyanin black B.lb. .80 - .85
326 Direct cast scarlet....lb. 2.00 - 2.25
304 Paper yellow.....lb. .83 - .90
365 Chrysophenin G.....lb. .58 - .70
394 Direct violet N.....lb. 1.25 - 1.35
382 Direct scarlet B.....lb. 1.50 - 1.75
387 Direct violet B.....lb. 1.00 - 1.30
401 Developed black BHN, lb. .45 - .60
406 Direct blue 2B.....lb. .25 - .30
415 Direct orange R.....lb. .60 - .70
419 Direct fast red F.....lb. .75 - .85
420 Direct brown M.....lb. 1.00 - 1.10
448 Benzo purpurin 4B...lb. .54 - .56
495 Benzo purpurin 10B..lb. .40 - .50
502 Direct azurin G.....lb. .75 - .80
512 Direct blue RD.....lb. .80 - 1.00
518 Direct pure blue 6B..lb. 1.10 - 1.25
520 Direct pure blue.....lb. .50 - 1.00
529 Direct fast black, FF.lb. .55 - 1.00
581 Direct black EW.....lb. .25 - .50
582 Direct black RX.....lb. .35 - .45
592 Direct green B.....lb. .75 - .80
594 Direct green G.....lb. 1.00 - 1.05
596 Direct brown 3GO....lb. .85 - 1.00
620 Direct yellow R.....lb. 1.25 - 1.50
698 Acid violet.....lb. 1.00 - 3.00
812 Primulin.....lb. .50 - .52
814 Direct fast yellow....lb. 2.00 - 2.25
845 Nigrosin (water soluble), lb. .35 - .50
1177 Indigo, 20 p.c. paste..lb. .15 - .18
Benzo fast black L...lb. .90 - 1.00
Sulphur black.....lb. .20 - .25
Sulphur blue.....lb. .40 - 1.00
Sulphur brown.....lb. .25 - .50
Sulphur maroon.....lb. .40 - —
Sulphur olive.....lb. .25 - .54
Sulphur yellow.....lb. .30 - .50
Zambesi black.....lb. .75 - .80

Black:—
865 Nigrosin derivatives..lb. .38 - .62
Blue:—
1075 Alizarin astrol base..lb.15.00 - —
1078 Alizarin cyanin green base..lb. 6.00 - —
Brown:—
Brown.....lb. 1.15 - —
Green:—
1078 Alizarin cyanin green.lb. 5.00 - —
Green.....lb. .75 - —
Orange:—
24 Sudan I.....lb. .75 - —
Red shade.....lb. .75 - —
Red:—
75 Sudan II.....lb. 1.05 - —
258 Sudan IV.....lb. .95 - —
749 Rhodamine B (oil pink), lb. 2.50 - —
1080 Anthraquinone violet base..lb. 6.00 - —
680 Oil violet.....lb. .50 - —
Yellow:—
15 Amidoazobenzene yellow..lb. .90 - —
17 Amidoazotoluene yellow, lb. .75 - —
61 Yellow OB.....lb. 1.40 - 2.00

Dyes, coaltar, for stains, spirit-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse):—
Black:—
864 Nigrosin.....lb. .38 - .47
Blue:—
860 Indulin.....lb. .60 - .70
Brown:—
331 Bismarck brown.....lb. 1.50 - —
Green:—
637 Malachite green base.lb. 2.00 - —
Orange:—
20 Chrysoidin G.....lb. .95 - —
21 Chrysoidin R.....lb. .90 - —

Dyes, coaltar, for stains, spirit-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher; f.o.b. sellers' works or warehouse):—
Red:—
677 Fuchsin, magenta, base, lb. 7.25 - —
749 Rhodamine B.....lb. 4.75 - —
Yellow:—
67 Amidoazotoluene yellow, lb. .75 - —
655 Auramine.....lb. 2.00 - —
800 Chinolin yellow SS...lb. 2.00 - —
Violet:—
680 Methyl violet base....lb. .85 - —

Dyes, water-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher, f.o.b. sellers' works or warehouse).
Black:—
246 Naphthol blue black S.lb. .50 - —
873 Methylene gray.....lb. 1.50 - —
Blue:—
714 Patent blue A.....lb. 1.05 - 1.10
729 Victoria blue B.....lb. 1.85 - —
861 Indulin.....lb. .87 - —
909 New blue R.....lb. 1.30 - —
922 Methylene blue.....lb. 1.00 - —
1054 Alizarin saphirol B...lb. 1.90 - —
1180 Indigotin IA.....lb. .85 - —
Brown:—
234 Resorcin brown Y....lb. .65 - —
235 Resorcin dark brown R, lb. .66 - —
231 Bismarck brown G....lb. .47 - .62
332 Bismarck brown R...lb. .47 - .62
793 Phosphin.....lb. 4.65 - —
Green:—
5 Naphthol green B.....lb. 1.00 - —
657 Malachite green.....lb. 1.35 - —
662 Brilliant green.....lb. 2.00 - —
666 Guinea green B.....lb. 1.15 - —
737 Wool green S.....lb. .58 - —
924 Methylene green B...lb. 1.55 - —
1078 Alizarin cyanin green.lb. 2.25 - —
Orange:—
10 Chrysoidin G.....lb. .44 - —
21 Chrysoidin R.....lb. .41 - —
27 Orange G.....lb. .50 - —
151 Orange Y.....lb. .30 - —
161 Orange R.....lb. .34 - —
31 Amidonaphthol red G.lb. .42 - —
37 Amidonaphthol red 6B, lb. .68 - —
79 Popceau R.....lb. .48 - —
88 Fast red B.....lb. 1.05 - —
176 Fast red A.....lb. .54 - —
179 Azorubin.....lb. .60 - .62
183 Crocein scarlet 3BX..lb. .72 - .75
185 Cochineal red A.....lb. .60 - —
252 Brilliant crosein M...lb. .68 - —
677 Fuchsin.....lb. 2.10 - —
749 Rhodamine B.....lb. 3.50 - —
752 Rhodamine 6G.....lb. 4.50 - —
768 Eosin G.....lb. 1.50 - —
941 Safranin.....lb. 1.45 - —
Violet:—
680 Methyl violet B.....lb. .75 - —
681 Crystal violet C.....lb. 1.75 - —
695 Acid violet 4BN.....lb. .88 - —
Yellow:—
10 Naphthol yellow S....lb. .88 - —
138 Metanil yellow.....lb. .53 - —
636 Fast light yellow.....lb. 1.25 - —
639 Xylene light yellow...lb. 1.15 - —
640 Tartrazin.....lb. .80 - —
655 Auramine.....lb. 1.27 - —

Dyes, natural (see name of article).

ESSENTIAL INDUSTRIAL CHEMICALS
SODA ASH • CAUSTIC SODA • SODIUM BICARBONATE • LIQUID CHLORINE
SILENE • CALCIUM CHLORIDE • SODA BRIQUETTES • MODIFIED SODAS
CAUSTIC ASH • PHOSFLAKE • CALCENE • CALCIUM HYPOCHLORITE

PITTSBURGH PLATE GLASS COMPANY
Columbia Chemical Division
30 ROCKEFELLER PLAZA
NEW YORK, N.Y.
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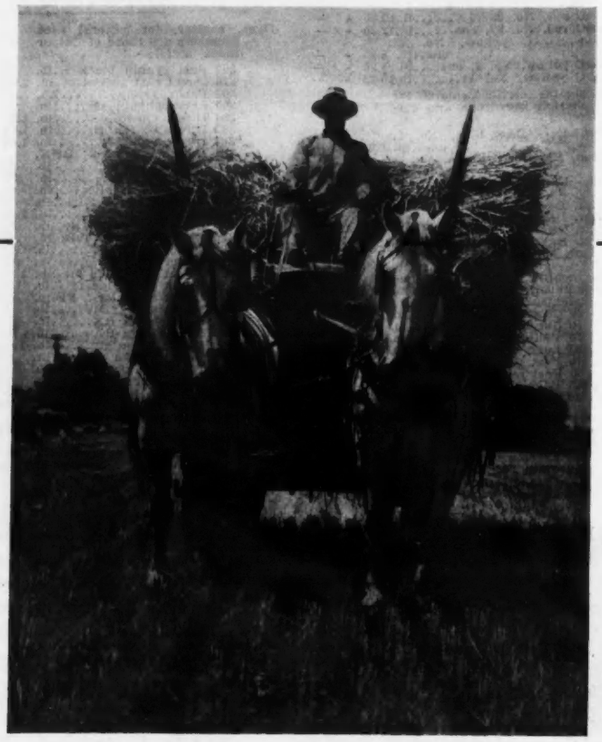


Thanksgiving

was established as an American custom by the Pilgrims in gratitude for the liberty of conscience they found in the New World. • Today, with our country engaged in a great effort to help safeguard that liberty for mankind, let us all cooperate wholeheartedly so that as the years roll on, we and those who carry on after us may have continuing cause for THANKSGIVING.

• And while on this matter of giving thanks, may we again bespeak our appreciation of your patience with delays so often unavoidable in filling orders. Necessarily Defense requirements must come first, but you may be sure we are also doing our best to take care of our customers on civilian needs.

ISCO

CHEMICALS . . .
GUMS . . . WAXES . . .
and Allied Products

INNIS, SPEIDEN & COMPANY
Established 1816
A National Institution
117-119 Liberty Street • NEW YORK
CHICAGO • CLEVELAND • CINCINNATI
BOSTON • PHILADELPHIA • GLOVERSVILLE, N. Y.

E

Echinacea root, bls.....lb. .18 - .19
Egg albumen (see Albumen).
yolk, dried, dom., bbls.....lb. .95 - .97
imported .....lb. .90 - .92
Elder flowers, bright, bls.....lb. .85 - 1.00
Elecampane root, bls.....lb. .14 - .15
Elm bark, grinding, bls.....lb. .11 - .12
powd., bbls., bxs.....lb. .19 - .20
select, bndls. .....lb. .19 - .21
Emetine hydrochloride, bots...oz.24.00 -28.30
Ephedra, bls. .....lb. .12 - .13
Ephedrine, USP hemihydrates, bots., 100 ozs. or more..oz. .65 - —
anhyd., bots., 100 ozs. or more..oz. .70 - —
Hydrochloride, tins, 100 ozs. or more..oz. .50 - —
Sulphate, cryst., tins, 100 ozs. or more..oz. .48 - —
Epsom salt, tech., bgs....100 lbs. 1.80 - —
bbls. .....100 lbs. 1.90 - —
Epsom salt prices on technical and USP are on the basis of freight equalized with Baltimore, Carteret, N. J., Chicago, Cincinnati, Cleveland, Houston, New Orleans, New York.
USP, cryst., dom., bgs., c.l., 100 lbs. 2.00 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.25 - —
smaller lots.....100 lbs. 2.50 - —
bbls., c.l. .....100 lbs. 2.10 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.35 - —
smaller lots.....100 lbs. 2.60 - —
kgs., c.l. .....100 lbs. 2.35 - —
l.c.l., 5,000 lbs., 1 withdrawal..100 lbs. 2.60 - —
smaller lots.....100 lbs. 2.85 - —
dried, bgs., l.c.l.....lb. .08 - .09
Ergot, USP, cns., dms.....lb. 1.80 - 2.00
Eserine, bots. .....oz.50.00 -72.00
Salicylate, bots. .....oz.42.00 -45.00
Sulphate, bots. .....oz.42.00 -45.00
Ether, acetic (see Ethyl acetate, Butyl, l.c.l., dlvd.....lb. .26 - .28
Ethyl (see Ether, sulphuric).
Nitrous, conc., bots., 100 lbs., lb. .73 - —
Sulphuric, conc., 310-lb. dms.lb. .11 - —
27-lb. dms. .....lb. .16 - —
Synth., dms., c.l., works....lb. .10 - —
l.c.l., works.....lb. .11 - —
tanks .....lb. .08 - —
USP, anesthesia, hospitals, 1-lb. cns..lb. .52 - .53
Ether, amyl, dms., car lots, works..lb. .0950- —
l.c.l., works.....lb. .1020- —
tanks, works.....lb. .0850- —
Acetate,[1] 85-90%, dms., c.l., frt. alld..lb. .08½- .09½
l.c.l., frt. alld.....lb. .09 - .10
tanks, frt. alld.....lb. .07½- .08½
95-98%, dms., c.l., frt. alld.lb. .08¾- .09¾
l.c.l., frt. alld.....lb. .09¾- .10¾
tanks, frt. alld.....lb. .07¾- .08¾
NF, 390-lb. dms.....lb. .10 - —
cns., 35 lbs.....lb. .14 - .15
Acetoacetate, dms., c.l., wks.lb. .29½- —
l.c.l., dms., works.....lb. .30 - —
Benzoate, bots. .....lb. 1.00 - 1.25
Bromide, tech., dms.....lb. .50 - .55
Caproate, cns. .....lb. 1.06 - —
Chloride, dms. .....lb. .18 - .20
Cinnamate, cns.....lb. 3.50 - 3.75
Formate, cns., dms.....lb. .25 - .26
Iodide, bots. .....lb. 3.50 - 3.60
Lactate, 55-gal. dms., works, lb. .33½- —
5-gal. dms., works.....lb. .37½- .39½
Oenanthate, dms. .....lb. .75 - 1.25
Oxalate, dms., frt. alld.....lb. .25 - —
Oxyhydrate, bots. .....gal. 4.00 - 6.00
Ethyl, silicate, l.c.l., dms., wks. lb. .77 - —
Vanillin, 25-lb. lots, cns.....lb. 4.75 - 6.00
5-lb. lots, cns. .....lb. 4.80 - 6.05
1-lb. lots, cns. .....lb. 4.95 - 6.15
Ethylcellulose, std. cans, 5,000 lbs. or more, frt. alld..lb. .45 - —
less than 5,000 lbs., same basis..lb. .47 - —
Ethylene, dichloride, dms., c.l., works, E. of Rockies, frt. alld..lb. .0742- —
West of Rockies, same basis..lb. .0792- —
l.c.l., works, E. of Rockies, frt. alld..lb. .0795- —
West of Rockies, same basis..lb. .0841- —
Ethyleneglycol, dms., c.l.....lb. .14½- —
l.c.l. .....lb. .15½- .18½
tanks .....lb. .13½- —
Monobutylether, dms., c.l., wks. lb. .16½- —
l.c.l., works.....lb. .17½- .20½
tanks, works.....lb. .15½- —
Monoethylether, dms., c.l. works..lb. .14½- —
l.c.l., works.....lb. .15½- .16½
tanks, works.....lb. .13½- —
Monoethylether, acetate, dms., c.l., works..lb. .11½- —
l.c.l., dms.....lb. .12½- .15½
tanks, works.....lb. .10½- —
Monomethylether, dms., c.l., works..lb. .15½- —
l.c.l., works.....lb. .16½- —
tanks, works.....lb. .14½- —
Ethylidinanilin, dms.....lb. .45 - .47½
Eucalyptol, cns., dms.....lb. 1.50 - 1.60
Eucalyptus leaves, bls.....lb. .11 - .12
Eugenol, cns., dms.....lb. 2.40 - 2.50
Euphorbia, bls.....lb. .09 - .10

F

Feldspar, enamel, 100 mesh, bulk, works..ton.14.00 -17.50
l.c.l., minimum 2 tons...ton.17.00 -20.50
glass, 20 mesh, bulk, works.ton. 9.75 -12.25
l.c.l., minimum 2 tons...ton.12.75 -16.25
pottery, bulk, Me., works...ton.17.00 -19.00
N.C., works.....ton.17.00 -19.00
l.c.l., minimum 2 tons.ton.20.00 -22.00
Fennel seed, Argentine, bgs...lb. .13 - .13½
Indian, bags.....lb. .09 - .09½
French, bags.....lb. No stocks
German, large, bags.....lb. No stocks
Roumanian, bags.....lb. .11½- .12
Fenugreek, seed, bgs.....lb. .07½- .08
Ferric, sulphate, anhyd., c.l., works..ton.35.00 - —
l.c.l. .....ton.40.00 - —
Film scrap, colors, dark, cs., 1,000 lbs. or over, works..lb. .12 - —
smaller lots, works...lb. .13 - —
light, cs., 1,000 lbs. or over, works..lb. .13 - —
smaller lots, works....lb. .15 - —
water white, cs., 1,000 lbs. or over, works...lb. .14 - —
smaller lots, works....lb. .15 - —
Fir balsam, Canada, ens.....gal.13.50 -15.00
Oregon, bbls.....gal. 1.25 - 1.35
Fish berries, bgs.....lb. .26 - .27
Fish scrap, menhaden, dried, 11-12% ammon., 15% bone phos., bulk, Chesapeak factories, contracts, futures..unit-ton. 4.75 & .10
meal, bgs., f.o.b. Balto.....ton.70.00 - —
6-7% ammon., 3% phosphor. acid, bulk, Chesapeake Bay factories, contracts..... unit-ton. 2.75 & .50
sardine, Japanese, 11½% ammon., bgs., c.l.f. ports..ton. No prices
Flake white, dom., bbls.....lb. .09 - —
kegs .....lb. .11 - —
Fleaseed, French, black, bgs..lb. .55 - .60
Indian, blonde, bgs.....lb. .11 - .12
Fluorspar, dom., No. 1 ground, bulk, 95-98%, f.o.b. mines.. net ton.32.00 - —
washed gravel, 85.5 f.o.b. Ky. and-Ill.-Ky. mines..net ton.22.00 -23.00
No. 2, lump, 85.5 f.o.b. Ky. ton.
and Ill. mines..net ton.22.00 -23.00
imported, 85.5, duty paid..... short ton.26.00 - —
Formaldehyde,[1,2,5,6] bbls., c.l., works..lb. .0550- .0575
l.c.l., works.....lb. .06 - .0625
dms., c.l., works.....lb. .0515- .0540
l.c.l., works.....lb. .0565- .0590
tanks .....lb. .04 - .04¼
Formaldehyde prices are under 4¼c. to 9½c. OPA ceiling.
Fringetree bark, bls.....lb. .14 - .15
Fullers earth, dom., powdered, bgs., c.l., f.o.b. Fla., Ga. mines..ton. 8.50 -15.00
f.o.b. Tex. mines.....ton.12.50 - —
import, Eng., bgs., c.l., dlvd. N.Y...ton.30.00 -40.00
Furfural, ref., dms., c.l., works, lb. .15 - —
l.c.l., works.....lb. .17½- .25
tech., dms., contracts, 150,000 lbs..lb. .10 - —
tanks, works.....lb. .09 - —
dms., c.l., works.....lb. .12½- —
l.c.l., works.....lb. .15 - .20
Fusel oil, refd., dms., incl., dlvd., lb. .17½- .19½
Fustic, cryst., bgs., No. 1....lb. .32 - —
No. 2..lb. .30 - —
No. 3..lb. .28 - —
extract, bbls., No. 1.....lb. .16 - —
No. 2..lb. .15 - —
No. 3..lb. .12½- —

G

G salt, bbls.....lb. .45 - —
Galangal root, bls.....lb. .11 - .12
Gambier, common, cases.....lb. .09½- —
plantation, cases.....lb. .12 Nom.
cubes, Singapore, cases...lb. .09½- .10
extract, bbls.....lb. .09½- .12
Gasoline[2] at refinery:—
Bayonne, US motor, tanks, ex tax..gal. .08 - —
California (f.o.b. San Francisco), regular, trucks, tax incl..gal. .14½- —
Gulf Coast, US motor, 72-74 octane, tanks, ex tax..gal. .07½- —
Louisiana-Arkansas, US motor, 72-74 octant, tanks, ex tax. gal. .05½- .06¼
Oklahoma-Texas, US motor, 72-74 octane, tanks, ex tax. gal. .05⅝- .06⅜
natural, 18-55, tanks....gal. .05½- —
26-70, tanks.....gal. .04¾- —
Gelatin, silver, cs.....lb. .80 - 1.00
Gelsemium root, bls.....lb. .14 - .15
Gentian root, bls.....lb. .70 - .75
grd., bbls., bxs.....lb. .72 - .77
powd., bbls., bxs.....lb. .74 - .79
Geraniol, 92-96%, cns., dms....lb. 2.50 - 2.80
other grades, cns., dms.....lb. 1.50 - 1.90
soap, cns., dms.....lb. 1.10 - 1.50
Ginger, African, No. 1, bgs....lb. .30 - .31
Cochin, bgs.....lb. .25 - .26
Jamaica, bold, bgs.....lb. .42 - .43
medium, bgs.....lb. .40 - .41
grinding, bright, bgs.....lb. .36 - .37
Ginseng root, wild Southern, cs. lb.12.00 -13.00
Glauber's salt, anhyd. (see Soda Sulphate).
cryst., dom., bgs., bbls., c.l., works..100 lbs. 1.05 - 1.28
5 tons or over, works. 100 lbs. 1.15 - 1.35
less than 5 tons, works. 100 lbs. 1.25 - 1.45
import, bgs.....100 lbs. No prices
Glue, bone, calcimine type, 24 millipoise, 36 jelly-grams, bgs., c.l., dlvd. East or Midwest....lb. .16 Nom.
l.c.l. .....lb. .17 Nom.
36/58, c.l.....lb. .15½ Nom.
l.c.l. .....lb. .16½ Nom.
58/82, c.l.....lb. .17 Nom.
l.c.l. .....lb. .18 Nom.
82/108, c.l.....lb. .17½ Nom.
l.c.l. .....lb. .18½ Nom.
58 millipoise, 135 jelly-grams, bgs., c.l., dlvd. East or Midwest..lb. .19 Nom.
l.c.l. .....lb. .20 Nom.
80/164, c.l.....lb. .19½ Nom.
l.c.l. .....lb. .20½ Nom.
67/122, c.l.....lb. .21½ Nom.
l.c.l. .....lb. .22½ Nom.
75/222, c.l.....lb. .24½ Nom.
l.c.l. .....lb. .22½ Nom.
68/251, c.l.....lb. .24½ Nom.
l.c.l. .....lb. .25½ Nom.
92/283, l.c.l.....lb. .26½ Nom.
l.c.l. .....lb. .28½ Nom.
102/315, c.l.....lb. .27½ Nom.
l.c.l. .....lb. .28½ Nom.
113/347, c.l.....lb. .28 Nom.
l.c.l. .....lb. .28 Nom.
125/379, c.l.....lb. .29 Nom.
l.c.l .....lb. .30 Nom.
Glue prices for barrel packing are ½c. per lb. higher; grinding charges, 20-40 mesh, ½c. per lb.; 60 mesh, 1c. per lb.
Glycerin[3], Zones A and C, C.P., (B.P. 99%), drums, carlots, dlvd..lb. .18¾- —
less carlots, dlvd.....lb. .19¼- —
tanks, dlvd.....lb. .18½- —
C.P. (USP 95%), drums, carlots, dlvd..lb. .18¼- —
less carlots, dlvd....lb. .18¾- —
tanks, dlvd.....lb. .18 - —
dynamite, high gravity, yellow distilled, drums, carlots, dlvd..lb. .18¼- —
less carlots, dlvd....lb. .18¾- —
tanks, dlvd.....lb. .18 - —
Soaplye, 80%, drums, carlots, dlvd..lb. .11½- —
less carlots, dlvd....lb. .11½- —
tanks, dlvd.....lb. .11½- —

U.S.I. ALCOHOL NEWS

November ★ A Monthly Review of Technical Developments for Chemists and Executives ★ 1941

ALCOHOL IN LIQUID DENTIFRICES

Liquid dentifrices are bidding for a larger share of the tooth preparation market, and are relying for their sales appeal largely on the desirable properties of S.D. Alcohol.

S.D. 38B Is Extensively Used In Formulating These Products

Still relatively new in the field, the liquid dentifrices appear to have plenty of opportunity to expand their market. Most of these products are formulated with the aid of alcohol, and S.D. Alcohol 38B is especially popular because the wide choice of denaturants available helps the dentifrice manufacturer to give sales appeal to his product.

Among the denaturants authorized for S.D. 38B, a mixture of oil of peppermint and oil of wintergreen is regarded as especially suitable for the manufacture of liquid dentifrices, because of the pleasing character of these essential oils. Liquid dentifrices usually also include a wetting agent and a food dye.

ETHYL ALCOHOL NOW UNDER MANDATORY PRIORITY ORDER

In order to assure the fulfilment of the constantly increasing needs of national defense, ethyl alcohol and related compounds have now been added to the already large number of chemical items on the Critical List. To conserve the supply of these chemicals, it has been found necessary to direct the distribution of ethyl alcohol (all grades and formulas), acetone, ethyl ether, ethyl acetate, butanol, and butyl acetate. Toward this end, the Director of Priorities has issued General Preference Order M-30 dated August 28, 1941. Under this mandatory order it is necessary to give preference to defense orders, which subjects all non-defense shipments to unavoidable delays.

Because of this mandatory Priority Order, U.S.I. now finds it necessary to acknowledge all orders with the proviso that defense demands make it impossible to designate definite shipping dates.

ENTERIC COATINGS MADE WITH ORGANIC SOLVENTS

Pills are easy to take when provided with a suitable enteric coating, which in many cases is made with the aid of organic solvents. Shellac dissolved in alcohol has been used in many enteric coatings, and a solution of cetyl alcohol and mastic in acetone has also been employed. Among the recently patented coatings are those making use of cellulose derivatives containing free carboxyl groups, which may be dissolved in a mixture of ethyl lactate, alcohol, and water; and polyhydric alcohol-polycarboxylic acid resins, which can be dissolved in acetone or ethyl acetate.

TECHNICAL DEVELOPMENTS

For further information, write U.S.I.

A new emulsifier, sulfonated hydrogenated castor oil, is said to be useful in the manufacture of a variety of cosmetic products. It is described as an amber-colored solid, compatible with most cosmetic ingredients and miscible with organic acids and aluminum acetate solutions. Material is available in two forms. **(No. 510a)**

A new gum can be used in the preparation of a smooth mucilage, it is claimed. A 1% solution is made by sifting the powdered gum into cold water and then heating while stirring. Although gum is imported, adequate supplies are said to be available. **(No. 511a)**

Aluminum acetate is now available in a concentrated solution that is said to be lead-free. The maker reports that the product has been thoroughly tested, and that it can be used successfully in the manufacture of U.S.P. drugs, as well as in antiperspirants and deodorants. **(No. 512a)**

Synthetic lauric acid of low titre is now available in commercial quantities, it is reported. Applications include soap making, wetting agents, cosmetics, and hair shampoos. **(No. 513a)**

A new vegetable wax is yellow-brown in color, melts at 30°C., dissolves in cold ethyl alcohol, and saponifies in cold aqueous solutions, it is reported. Wax is of the non-drying type. **(No. 514a)**

A cyclamen compound can be used for partial replacement of hydroxycitronellal, it is reported. It is of the same general character as hydroxycitronellal, but considerably stronger and blends well with it. The new compound can be used in lily, lilac, gardenia, and other odors. **(No. 515a)**

COLLODION FIXATION TEST AIDS IN STUDY OF VIRUSES

The identification and typing of disease viruses can be simplified by a novel technique involving collodion fixation, it has been discovered. The study of viruses and of diseases caused by them has been handicapped in the past by the lack of suitable test reactions for detecting very small amounts of the virus. The collodion fixation method has the unusual result, in effect, of magnifying the reaction, thus offering an identification test approximately 1,000 times as delicate as previously known reactions. Possibilities of application are believed to be very wide.

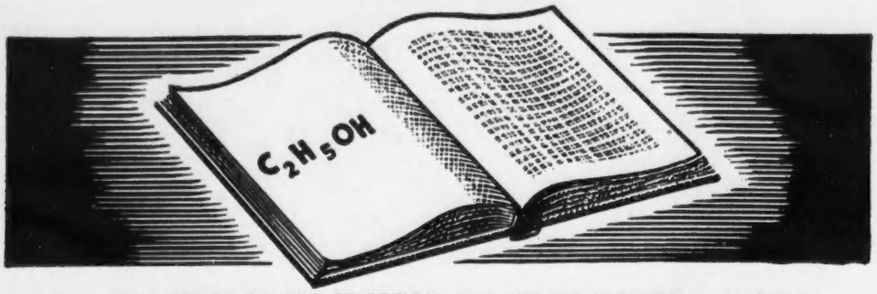
U.S.I. INDUSTRIAL CHEMICALS, INC.

60 EAST 42ND ST., NEW YORK (USI) BRANCHES IN ALL PRINCIPAL CITIES

INDUSTRIAL ALCOHOL IN ALL GRADES AND ALL FORMULAS

November ★ # U.S.I. ALCOHOL NEWS ★ 1941

THE ALCOHOL PRIMER



NO. 7 OF A SERIES ON THE SELECTION AND USE OF INDUSTRIAL ALCOHOL

S.D. ALCOHOL 31A

(Note: This column is presented as an informative service for readers in the cosmetic, pharmaceutical, and related industries. As announced on Page 1 of this issue of U.S.I. ALCOHOL NEWS, all formulas of ethyl alcohol are now under mandatory priority, which may limit the quantities of alcohol available at the moment for the applications described in this column.)

S.D. Alcohol 31A offers an excellent illustration of the correlation between the authorized composition and authorized uses of the S.D. formulas. S.D. 31A is authorized for use as a solvent in manufacturing:

Face and hand lotions
Tooth paste and tooth powder
Shampoos
Toilet soaps and bath salts
Disinfectants, insecticides, etc.

Authorized Composition

According to the authorized composition, S.D. Alcohol 31A is prepared by adding to 100 gallons of ethyl alcohol 100 pounds of glycerin, U.S.P., and 20 pounds of hard soap of a good toilet grade, containing not in excess of 5% of moisture.

It will be noted that the denaturants specified are materials which are very frequently used as ingredients in manufacturing the products listed under authorized uses. For example, in the manufacture of tooth paste, a vehicle consisting of alcohol, glycerin, and water has proved highly successful. Many tooth paste formulations also include soap, which acts as a combined polishing, foaming, and binding agent.

On the other hand, there are tooth paste formulations in which the makers prefer not to use soap or glycerin. While preparations containing soap are popular with many users, the use of soap has been a matter of some controversy. Glycerin, too, may sometimes be replaced by a glycerin substitute such as sorbitol. For formulations of this type, of course, S.D. 31A would not be suitable, but there exist many other formulas authorized for use in tooth paste, which include other desirable ingredients, such as essential oils. By familiarizing himself with the various formulas authorized for use in his product, the manufacturer can readily select the one best adapted to his specific requirements.

In Lotions and Shampoos

In face and hand lotions also, S.D. 31A can be used to supply at least part of the soap and glycerin frequently used as ingredients. The alcohol itself plays an important role in products of this type by accelerating the rate of evaporation and eliminating the clammy feeling that might otherwise result when the lotion is applied to the skin.

The majority of shampoos are essentially soap solutions in water, with alcohol and glycerin added, and here also the usefulness of S.D. 31A is obvious.

As pointed out in previous articles in this series, the maker of a specific type of product in the cosmetic field can usually choose from among a number of S.D. formulas. Most of these formulas, like S.D. 31A, contain denaturants which can be used as part of the ingredients needed in the complete product formulation. When a manufacturer changes from one authorized formula to another, it may be necessary for him to adjust the percentages of the other ingredients in his formula.

HERE AND THERE

Out-of-doors seems to have been the key to most of the trends in the cosmetic industry during the autumn weeks, with every indication of maintaining its position for a while. Pine odors have been attracting increased attention for some time, and at least one leading manufacturer of perfume materials is now offering a complete line of pine scents for powders, bath salts and bath oils, soaps, lotions, and colognes. The growing interest shown by men in toiletries may have been responsible for part of the pine vogue, but indications are that women react favorably to pine also, particularly in bath soaps and oils. Pine scents are described as blending well with such other odors as rose and geranium to produce unusual effects. Of no little importance, under present conditions, is the fact that pine materials are reported to be more readily available than many other perfume materials.

Trends in Make-Up

The outdoor note appears to have had its effect also on choice of make-up tones. Manufacturers of lotions that simulate a natural tan were agreeably surprised this year to find their products still commanding good sales long after the close of the normal season. Cue lies in fashions in clothes, which are best complemented by fairly dark make-up. Effects of the trend will probably be noticed also in face powder, lipstick, rouge, and nail polish.

Uses for Fatty Acid Esters

Broad applications for fatty acid esters of the lower aliphatic alcohols are envisaged in a recent patent. Special advantage of the esters is that they are readily soluble in alcohol, and hence can be easily incorporated in alcoholic lotions that spread smoothly over the skin, forming a very thin, pliable film, without any objectionable feeling of oiliness. Ethyl oleate is suggested as one of the most useful of the esters of this type.

It is possible, the inventor points out, to incorporate perfumes or medicaments in the lotions, and glycerin and water can be added if desired without causing separation of the mixture. By proper selection of ingredients, it is possible to use alcoholic solutions of ethyl oleate or other esters for the preparation of hand lotions, antiseptic lotions, and products for treating affections of the skin, such as acne or athlete's foot.

U.S.I. INDUSTRIAL CHEMICALS, INC.
60 EAST 42ND ST., N.Y. USI SERVICE TO INDUSTRY BRANCHES IN ALL PRINCIPAL CITIES
A SUBSIDIARY OF U. S. INDUSTRIAL ALCOHOL CO.

ALCOHOLS
Amyl Alcohol
Butanol (Normal Butyl Alcohol)
Fusel Oil—Refined
Methanol

Ethanol (Ethyl Alcohol)
Specially Denatured—All regular and anhydrous formulas
Completely Denatured—all regular and anhydrous formulas
Pure—190 proof, C.P. 96%, Absolute
U.S.I. Denatured Alcohol Anti-freeze
*Super Pyro Anti-freeze
*Solox Proprietary Solvent
*Solox D-I De-icing Fluid

***ANSOLS**
Ansol M
Ansol PR

ACETIC ESTERS
Amyl Acetate
Butyl Acetate
Ethyl Acetate

OXALIC ESTERS
Butyl Oxalate
Ethyl Oxalate

PHTHALIC ESTERS
Amyl Phthalate
Butyl Phthalate
Ethyl Phthalate
*Registered Trade Mark

PROPIONIC ESTERS
Amyl Propionate
Butyl Propionate

OTHER ESTERS
*Diatol
Ethyl Carbonate
Ethyl Chloroformate
Ethyl Formate
Ethyl Lactate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-ortho-toluidide
Acetoacet-para-chloranilide
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Sodium Oxalacetate

ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.

OTHER PRODUCTS
Acetone
*BK-5
Collodions
*Curbay B-G
*Curbay Binders
*Curbay X (Powder)
Derex
Ethylene
Ethylene Glycol
*Indalone
Methyl Acetone
Nitrocellulose Solutions
Potash, Agricultural
Urethan
*Vacatone

Glycerin, saponification, 88%, to refiners, drums, c.l., dlvd.lb. .12¾- —
less carlots, dlvd....lb. .12¾- —
tanks, dlvd.....lb. .12¾- —
Saponification, 88%, for individual uses, drums, carlots, f.o.b. point of manufacture. lb. .13¾- —
less carlots, same basis. lb. .14¾- —
tanks, same basis.....lb. .12¾- —
Glycerin prices in Zone B are 2c. higher.

Zone A means all points east of and including N. Dak., S. Dak., Neb., Kansas, Omaha, Texas, Laramie County, Wyo.; Col., east of but not including the following counties:—Jackson, Grand, Gilpin, Jefferson, Douglass, Teller, Fremont, Custer, Huerfano, and Costilla.

Zone B means the territory between Zones A and C, as follows:—Washington, east of and including the following counties:—Okanogan, Chelan, Kittitas, Yakima, Klicjitat; Ore., east of and including the following counties:—Hood River, Wasco, Jefferson, Desch tes, Klamatch; Nev., Ariz., New Mex., that part of Col. west of and including those counties mentioned above; Utah, Wyo., excepting Laramie County; Idaho and Mont.

Zone C means the territory west of Zone B.

Glycine, medicinal, bbls., tins.lb. 1.70 - 2.00
Glycol boriborate, dms.....lb. .22 - —
Phthalate, dms. .....lb. .38 - —
Stearate, dms. .....lb. .26 - —
Gold, U.S. purchase price.....oz.35.00 - —
Chloride, acid brown, both..oz.20.75 -21.00
yellow, bots. .....oz.18.75 -19.00
Gold-soda chloride, photo., bots., oz.13.00 - —
USP IX, bots. .....oz.14.50 -14.75
Gold of pleasure, seed, bgs....lb. .18 - .19
Goldenseal, root, bls.....lb. 3.50 - 3.60
powd., bxs. .....lb. 3.75 - 3.85
Grains of Paradise, bgs.....lb. .34 - .35
Graphite, flake (cryst.), 90%, 325 mesh, 50% graphite carbon, bgs., c.l., works..lb. .07 - —
bbls., c.l., works....lb. .07¼- —
l.c.l., works.....lb. .07½- —
powd., 90%, 325 mesh, 65% graphite carbon, bgs., c.l., works..lb. .02½- —
l.c.l., works .....lb. .03¼- —
bbls., c.l., works.....lb. .02¾- —
80% graphite, carbon, bgs., c.l., works..lb. .03½- —
bbls., c.l., works.....lb. .03¾- —
l.c.l., works .....lb. .04½- —
Grease, house, loose.....lb. .08⅝- .08¾
white, loose.....lb. .09¼- .09⅝
yellow, loose.....lb. .08⅝- .08¾
Wool (see Adeps lanae and Degras).
Green, chrome, CP, dark, light, medium, blue content up to 5%, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. river, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. .23 - —
6-10%, bbls., same basis.lb. .24 - —
11-15%, bbls., same basis.lb. .25 - —
16-20%, bbls., same basis.lb. .25½- —
21-25%, bbls., same basis.lb. .26 - —
26-30%, bbls., same basis.lb. .26½- —
31-35%, bbls., same basis.lb. .27½- —
36-40%, bbls., same basis.lb. .29 - —
41-45%, bbls., same basis.lb. .30½- —
46-50%, bbls., same basis.lb. .32 - —
Green, chrome, prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Texas (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph, ½c. higrer dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago reduced, CP, color content up to 5%, same basis..lb. .08½- —
9-10%, bbls., same basis.lb. .07½- —
11-13%, bbls., same basis.lb. .07¾- —
14-16%, bbls., same basis.lb. .08 - —
17-19%, bbls., same basis.lb. .08¼- —
20-21%, bbls., same basis.lb. .08½- —
22-23%, bbls., same basis.lb. .08¾- —
24-25%, bbls., same basis.lb. .09 - —
26-27%, bbls., same basis.lb. .09¼- —
28-29%, bbls., same basis.lb. .09⅝- —
30-31%, bbls., same basis.lb. .10½- —
32-33%, bbls., same basis.lb. .11¾- —
34-35%, bbls., same basis.lb. .12¾- —
36-40%, bbls., same basis.lb. .14¾- —
41-45%, bbls., same basis.lb. .16¾- —
46-50%, bbls., same basis.lb. .17¼- —
51-55%, bbls., same basis.lb. .17¾- —
56-60%, bbls., same basis.lb. .18¼- —
61-65%, bbls., same basis.lb. .18¾- —
66-70%, bbls., same basis.lb. .19¾- —
71-75%, bbls., same basis.lb. .20¾- —
Chrome oxide, dom., pure, bbls. lb. .25 - —
ceramic, light shades, bbls., c.l., works..lb. .25 - —
l.c.l., works.....lb. .30 - —
standard grade, bbls., works..lb. .21 - .23
Tetrahydroxide, bbls.....lb. .85 - —
Paris (see P).
Tungstated, brilliant, kgs.....lb. 3.75 - —
emerald, kgs. .....lb. 2.60 - —
Verdigris (see V).
Green dyes are listed under Dyes.
Grindelia robusta, bls.....lb. .09 - .10
Guaiac resin, cs.....lb. .30 - .35
strained, cs.....lb. .85 - .90
Wood, bls.....lb. .04 - .05
Guaiacol, liq., dms.....lb. 1.75 - 2.01
Carbonate, fib. dms., 25 lbs..lb. 2.40 - 2.74
Gum, guarana, powd., cs.....lb. 1.20 - 1.25
Aloe (see A).
Ammoniac, tears, cs.....lb. .80 - .85
Arabic, amber sort, cleaned, bgs..lb. .17½- .18
powd., bbls.....lb. .21½- .22
white, sorts, 1, bgs.....lb. .33 - .35
Asafetida (see A).
Asphaltum (see A).
Benzoin, Siam, cs.....lb. 2.75 - 3.00
Sumatra, cs.....lb. .26 - .28
Camphor (see C).
Chicle, prime, 33% moisture, bgs., ton lots..lb. .40 - .42
Copal, Congo, 1, water white transparent, bgs., c.l., ex dock or ex whse., N. Y. or San Francisco..lb. .49½- —

Gum, copal, dammar, elemi, kauri, mastic, sandarac, and yacca gum prices on 80,000 lbs. min. apply to assorted lots of gums as well as one grading packed in bags, unless otherwise specified; l.c.l. prices are ¼c. higher for 10 bgs. or over; ½c. higher for 1-9 bags.

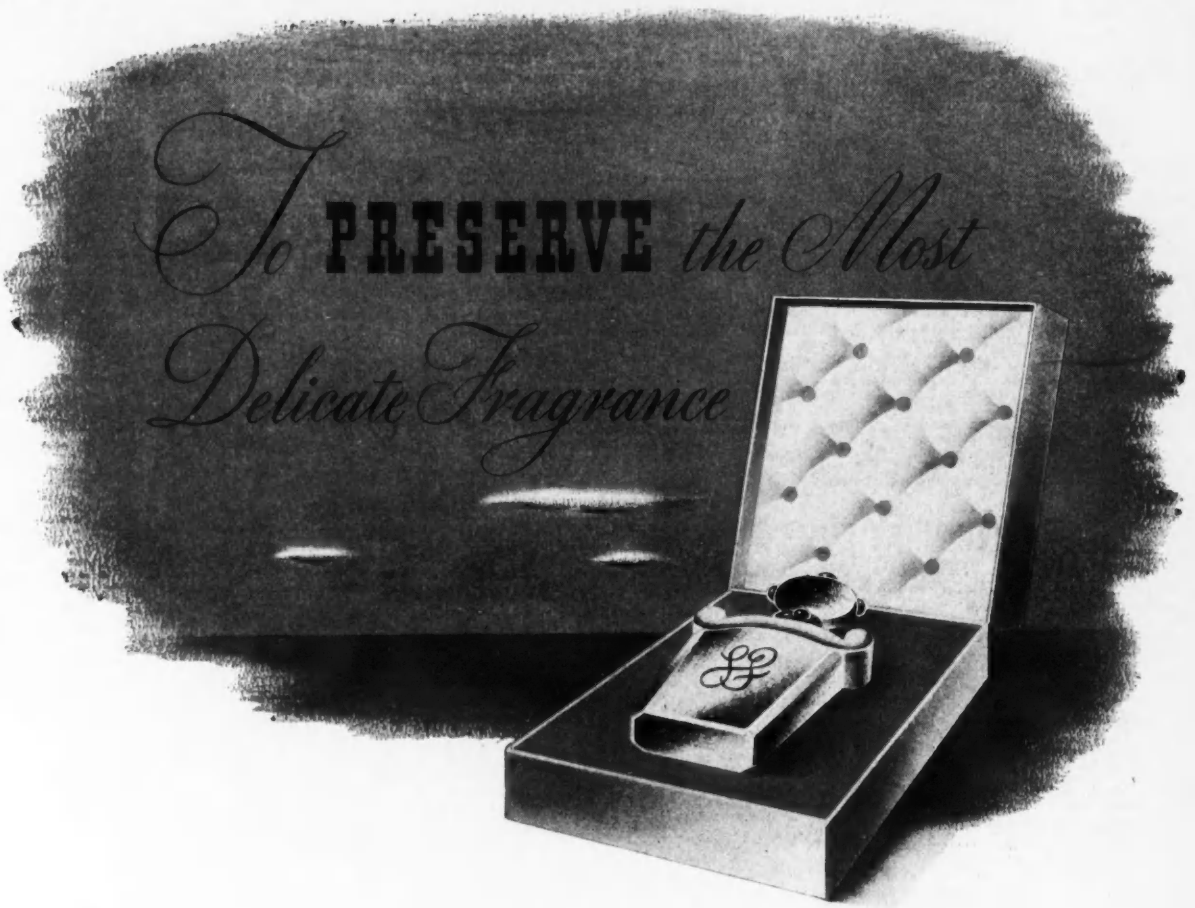
2, water white.....lb. .29½- —
3, selected pale straw, bold, lb. .24½- —
4, pale straw, bold.....lb. .24 - —
5, pale straw, bold.....lb. .22¾- —
6, pale amber, bold.....lb. .21½- —
7, pale straw, bold.....lb. .17 - —
8, light amber, bold.....lb. .17 - —
9, medium light amber, bold, lb. .13⅞- —

Gum, copal, Congo, 10, re-scraped hard amber, bold.lb. .13⅝- —
11, hard dark amber, bold lb. .12¾- —
12, selected bold sorts....lb. .11⅞- —
13, dark sorts bold.....lb. .09¼- —
14, selected, fully scraped, ivory..lb. .23¾- —
15, ordinary ivory sorts,..lb. .10⅝- —
16, inferior ivory sorts...lb. .09½- —
17, pale fingers.....lb. .18⅞- —
18, pale straw nubs.....lb. .19½- —
19, pale straw nubs.....lb. .18⅝- —
20, hard dark amber nubs, lb. .13¼- —
21, ordinary selected nubs, lb. .12¾- —
22, small mixed nubs.....lb. .10⅝- —
23, dark mixed nubs.....lb. .11⅞- —
24, No. 1, ivory nubs.....lb. .17¼- —
26, pale small nubs.....lb. .10⅝- —
27, pale small nubs.....lb. .10¼- —
28, pale dust.....lb. .06¾- —
Batu, bold scraped.....lb. .11¼- —
unscraped .....lb. .10¼- —
chips .....lb. .07¼- —
dust .....lb. .07 - —
nubs and chips.....lb. .07¼- —
black, bold, scraped.....lb. .12½- —
unscraped .....lb. .08 - —
nubs and chips.....lb. .07¾- —
Hiroe, Macassar, pale bold, lb. .17¾- —
chips .....lb. .11½- —
dust .....lb. .07 - —
nubs .....lb. .13¾- —
Singapore, Rasak, bold....lb. .22¾- —
chips .....lb. .12¾- —
dust .....lb. .07 - —
nubs .....lb. .17¾- —

Gum, copal, Manila, Boeas, amber and dark, bskts..lb. .14 - —
light, bskts.....lb. .15⅝- —
Loba A, bskts.....lb. .14½- —
B, bskts.....lb. .14¼- —
C, bskts.....lb. .13⅞- —
CNE, bskts.....lb. .10½- —
D, bskts.....lb. .13¼- —
DK, bskts.....lb. .10 - —
dust, bskts.....lb. .07⅞- —
Sambas and white split chips, bskts..lb. .15⅝- —
Singapore, dust, bskts.....lb. .07⅞- —
Spirit-soluble, CBB, bskts. lb. .13½- —
DBB, bskts.....lb. .12¼- —
MA, bskts.....lb. .10¼- —
MB, bskts.....lb. .09¾- —
WS, bskts.....lb. .12¼- —
Philippine, Manila, amber sorts, bskts..lb. .10⅝- —
chips, pale, bskts.....lb. .13½- —
pale, small, bskts.....lb. .11⅞- —
extra pale, sorts, bskts...lb. .13¼- —
nubs, bskts.....lb. .14¼- —
scraped, bskts.....lb. .15½- —
seeds and dust, bskts....lb. .09¼- —
Pontianak, bold, genuine, bgs. lb. .22⅞- —
mixed, bgs.....lb. .17⅞- —
split, bgs.....lb. .19⅝- —
chips, bgs.....lb. .12⅞- —
nubs, bgs.....lb. .18⅞- —
Dammar, Batavia, A, cs., same basis as copal..lb. .35¾- —
A/C, cs.....lb. .31¼- —
A/D, cs.....lb. .28⅝- —
A/E, cs.....lb. .25⅝- —

Glycerin—Gum, Gamboge

Gum, dammar, Batavia, B, cs.lb. .34⅝- —
C, cs.....lb. .28⅝- —
D, cs.....lb. .25⅝- —
dust, cs.....lb. .13⅝- —
E, cs.....lb. .18¾- —
F, cs.....lb. .13⅜- —
Singapore, 1, cs.....lb. .30⅝- —
2, cs.....lb. .25⅝- —
3, cs.....lb. .12⅝- —
chips, cs.....lb. .23½- —
dust, cs.....lb. .13 - —
seeds, cs.....lb. .17¾- —
Elemi, cns., same basis as copal..lb. .08⅞- —
Ester, ordinary, c.l., dms., contract, dlvd. New Eng., N. Y., (N. J., Pa., Va., N. C., Ky., Ohio, Ind., Mich., Wis. and Ill..lb. .08½- .09½
Mont., Idaho, Wyo., Nev., Utah, Col., Ariz., N. Mex. and Western Tex..lb. .09 - .10
Pacific Coast (water shipt.)..lb. .08½- .10
Other points.....lb. .08¾- .10½
For delivery of 3,000 pounds, prices are ¼c. per pound higher than the above in each case; for delivery of smaller lots, prices are ½c. per pound higher in each case. Spot prices are ½c. per pound higher.
Gum, Euphorbium, cs.....lb. .50 - .55
Galbanum, cs.....lb. 1.40 - 1.50
Gamboge, pipe, cs.....lb. .95 - 1.00
powd., bbls.....lb. 1.05 - 1.10



Rossville Hexagon Cologne Spirits

In the preparation of quality perfumes . . . where enduring fidelity of odor and color is essential . . . the very finest alcohol is required . . . Rossville Hexagon Cologne Spirits. For purity, clarity, and freedom from foreign odor it is unsurpassed.

Rossville Hexagon Cologne Spirits is made exclusively from grain. Exacting scientific control of the distillation process assures highest quality and absolute uniformity. For the very best in alcohol, specify Rossville Hexagon Cologne Spirits.

COMMERCIAL SOLVENTS
Corporation

17 EAST 42ND STREET, NEW YORK, NEW YORK

Gum, Ghatti—Litharge

Gum, ghatti, soluble, bgs.....lb. .11 - .15
superior, bgs.....lb. .09 - .11
Guaiac (see Guaiac resins).
Karaya, bbls., bxs., dms.....lb. .14 - .33
Kauri, brown, XXX, cs., c.l.lb. .60 - —
BX, cs., c.l., same basis..lb. .38 - —
B1, cs., c.l., same basis..lb. .28 - —
B2, cs., c.l., same basis..lb. .24 - —
B3, cs., c.l., same basis..lb. .18½- —
80%, chips, cs., c.l., same basis..lb. .13½- —
pale, XXX, cs., same basis.lb. .61 - —
1, cs., c.l., same basis....lb. .41 - —
2, cs., c.l., same basis....lb. .24 - —
3, cs., c.l., same basis....lb. .17¾- —
Kino, tins.....lb. No prices
Locust bean, powd., bbls....lb. 1.10 - 1.15
Mastic, cs.....lb. 2.85 - 3.00
Myrrh, USP, cs.....lb. .50 - .55
Olibanum, siftings, cs.....lb. .09 - .10
tears, cs.....lb. .20 - .35
Opium (see O).
Rosin (see R).
Sandarac, cks.....lb. .92 - .95
Scammony, cs.....lb. 1.10 - 1.25
Talha, bgs.....lb. .08 - .09
Thus, bbls.....280 lbs.16.50 - —
Tragacanth, Alleppo, 1 cs....lb. 3.25 - 3.40
2 cs.....lb. 2.70 - 2.80
3 cs.....lb. 1.10 - 1.20
Yacca, bgs.....lb. .06½- .07¾
Gypsum, Keene's cement, paper bgs., c.l., f.o.b. Acme, Tex., frt. equald..ton.22.45 - —
Medicine Lodge, Kan., frt. equald..ton.17.00 - —
Harlem River, N. Y., frt. equald..ton.27.65 - —
New Brigton, N. Y.; frt. equald..ton.27.65 - —
Southard, Oklahoma, frt. equald..ton.17.00 - —
Sweetwater, Texas, frt. equald..ton.21.45 - —
plaster of paris, paper bgs., f.o.b. Blue Rapids, Kans., frt. equald..ton.12.50 - —
Acma, Tex., frt. equald.ton.12.50 - —
Medicine Lodge, Kans., frt. equald..ton.12.50 - —
New Brighton, N. Y., frt. equald..ton.13.00 - —
Southard, Oklahoma, frt. equald..ton.12.50 - —
Sweetwater, Texas, frt. equald..ton.12.50 - —
stucco, paper bgs., c.l., f.o.b. Acme, Tex.; Akron, N. Y.; Blue Rapids, Kansas; Clarence Center, N.Y.; Fort Dodge, Ia.; Grand Rapids, Mich.; Gypsum, O.; Harlem River, N. Y.; National City, Mich.; New Brighton, N. Y.; Plasterco, Va.; Portsmouth, N. H.; Roton, Tex.; Saltville, Va.; Southard, Okla.; Sweetwater, Tex.; frt. equald..ton. 8.00 - —
Terra Alba, dom., paper bgs., c.l., f.o.b. New Brighton, N.Y.; Southard, Okla..ton.12.00 - —
Harlem River, N.Y..ton.12.00 - —
import, bgs., ex dock....ton. No prices

H

Hawthorn berries, bgs.....lb. .45 - .46
Heliotropin, crystl., cns.....lb. 4.25 - 5.00
Hellebore root, write, powd., bbls., lb. .18 - .19
Helonias root, bls.....lb. .60 - .61
Hematine, cryst., bgs., No. 1...lb. .34 - —
No. 2...lb. .30 - —
No. 3...lb. .28 - —
No. 4...lb. .26 - —
No. 5...lb. .24 - —
paste, bxs, No. 1.....lb. .14½- —
No. 2.....lb. .13½- —
No. 3.....lb. .12½- —
Hemlock bark extract, 25%, tan, c.l., bbls., works...lb. .03½- —
l.c.l., bbls., works.....lb. .03¾- —
tanks, works.....lb. .03 - —
Hempseed, Manchur, bgs.....lb. .09½- .10
Henbane leaves, bbls.....lb. 3.40 Nom.
Henna leaves, bls.....lb. .27 - .28
powd., bbls., bxs.....lb. .30 - .31
Heptane, mixed, 77-115°C., dms., c.l., Group 3..gal. .11 - —
l.c.l., Group 3.....gal. .16 - —
tanks, Group 3.....gal. .09 - —
Normal, 86-100°, dms., c.l., Group 3..gal. .11½- —
l.c.l., Group 3.....gal. .17 - —
tanks, Group 3.....gal. .09 - —
Hexaldehyde, normal, dms., c.l., works...lb. 1.10 - —
Hexalin (see Cyclohexanol).
Hexamethylenetetramine,[3,5,6] tech., dms., 1,500 lbs. or more, shipment, f.o.b. Perth Amboy or N.Y.C..lb. .32 - —
150 to 1,350 lbs., shipments, same basis..lb. .33 - —
USP, dms., 500 lbs. or more, shipments, same basis..lb. .38 - —
fib. ctns., same basis.....lb. .40 - —
Hexane, normal, tanks, Group 3. gal. .09¾- —
dms., c.l., dlvd., Group 3.. gal. .24 - —
l.c.l., 5 or more, dlvd., Group 3..gal. .29 - —
1-5, dlvd., Group 3....gal. .38 - —
laboratory grade, dms., c.l., Group 3..gal. .14 - —
l.c.l., Group 3.....gal. .25 - —
Hexanol, dms., l.c.l., works...lb. .25 - —
Homatropine hydrobromide, 25 oz., bots..oz.17.50 -32.00
Hoofmeal, 17-18% ammon., bulk, f.o.b. Chicago..unit. 3.00 - 3.05
Hops, N.F., bls.....lb. .20 - .21
Horehound, bls.....lb. .11 - .12
Hydrangea root, bls.....lb. .08 - .09
Hydrastine, bots., 4 ozs.....oz.18.00 - —
Hydrochloride, bots., 4 oz...oz.18.00 - —
Sulphate, bots, 4 oz.....oz.18.00 - —
Hydrastinine, 15 grs., bots...bot. 1.95 - —
Hydrastis (see Golden seal).
Hydrofuramide, dms., 100 lbs. or more, works..lb. .30 - —
fib. ctns., works.....lb. .40 - —
Hydrogen peroxide, USP, bbls.lb. .03¾- .04
100 vols., cbys., E. of Miss. River; West Coast via Panama Canal..lb. .16 - .18½
Hydroquinone, dealers, bbls., dms. lb. .90 - .94
Hydroxycitronellal, cns.....lb. 5.90 - 6.05
Hyoscine hydrobromide, bots..gm. 3.50 - —
Hyoscyamine, bots.....oz.21.25 -27.50
Hydrobromide, bots.....oz.21.25 -27.50
Sulphate, bots.....oz.21.25 -27.50
Hypernic, cryst., bgs., No. 1..lb. .42 - —
No. 2..lb. .34 - —
extract, bbls., No. 1.....lb. .24 - —
No. 2..lb. .19 - —

I

Iceland moss, bls.....lb. .25 - .27
Ichthyol, bots.....lb. 4.00 - —
Indian red (see Red, Indian).
Indigo, nat., Madras, cs.....lb. 2.14 - 2.20
synth., liq., bbls.....lb. .16½- .19
powd., bbls.....lb. .74½- .85
Indium metal.....oz.12.50 - —
Indol, CP, bots.....lb.35.00 Nom.
Insect flowers (see Pyrethrum).
Iodine, crude, jars, 25 lbs.....lb. 1.67 - —
kgs., 150 lbs., less 5%, ex whse., Staten Island..lb. 1.35 - 1.44
resubl., bots., 5 lbs.....lb. 2.10 - —
jars, 50 lbs.....lb. 2.00 - —
Iodoform, dms., 100 lbs.....lb. 3.95 - 4.10
jars.....lb. 4.20 - —
Ionone, alpha, bots.....lb. 2.75 - 2.80
beta, bots.....lb. 3.90 - 3.95
Methyl, alpha, 100%, cns....lb. 4.35 - —
Ipecac root, bgs.....lb. 1.65 - 1.70
powd., bxs.....lb. 1.70 - 1.75
Irish moss, ordinary, bls.....lb. .25 - .28
powd., 80-90 mesh, bbls..lb. .35 - .38
prime bleached, bls.....lb. .32 - .34
Iron acetate, N. F., IV, 100-lb. cbys..lb. .15 - —
djns., 50 lbs.....lb. .16 - —
liquor, bbls., c.l., dlvd....lb. .03 - —
l.c.l., dlvd.....lb. .04 - —
Chloride (ferric), tech., anhydr., 390-lb. dms..100 lbs. 4.65 - 6.25
150-lb. dms.....100 lbs. 5.00 - 6.00
cryst., bbls., works, frt. alld. or equald..lb. .03 - .03
kegs, works, frt. alld. or equald..lb. .07½- .08
liquor, cbys., wks., frt. alld. or equald..lb. .05 - .06
USP X, cryst., bbls.....lb. .07½- —
kegs.....lb. .08½- —
solut. cbys., works, frt. alld. or equald..lb. .06½- .07
djns.....lb. .07½- —
Citrate, USP VIII, pearls....lb. .72 - .75
powd., cns.....lb. .84 - .87
scales, cns.....lb. .77 - .80
Glycerophosphate, bbls., bgs., 1,000-lb. lots..lb. 3.30 - —
100-lb. lots.....lb. 3.40 - —
cns., 25 lbs.....lb. 3.52 - —
Hyposulphite, bbls., dms.....lb. 1.50 - 1.60
Iodide, bots.....lb. 3.18 - 3.32
syrup, cbys.....lb. .39 - .40
bots.....lb. .53 - —
Nitrate, red, tech., dms.....lb. .03½- .04
Oxalate, powd., kgs.....lb. .47 - .49
cns.....lb. .52 - —
scales, cns.....lb. .82 - .85
Oxide, black, bbls., works...lb. .08 - —
Phosphate, ferric, pearls, cns., 50 lbs..lb. .54 - —
25 lbs.....lb. .57 - —
scales, cns., 50 lbs.....lb. .59 - —
25 lbs.....lb. .62 - —
Pyrophosphate, pearls, cns..lb. .59 - .62
scales, cns.....lb. .64 - .67
Reduced, 90%, cs.....lb. .65 - .75
Sulphate, tech. (see Coppers and ferric sulphate).
Sulphate, USP, cryst., 275-lb. bbls..lb. .04½- —
dms., 100 lbs.....lb. .06½- —
Iron-ammonia citrate, brown, gran., 2,000-lb. lots, dms.. lb. .32 - —
200-lb. lots, dms.....lb. .35 - —
pearls, 2,000-lb. lots, dms.. lb. .32 - —
200-lb. lots, dms.....lb. .35 - —
scales, 2,000-lb. lots, dms.. lb. .44 - —
200-lb. lots, dms.....lb. .47 - —
Prices on green are the same as for brown.
Iron-ammonia ovalate, bbls...lb. .23½- —
dms., kgs.....lb. .25½- —
Iron-soda ovalate, bbls.....lb. .23½- —
dms.....lb. .25½- .26½
Isobutyl acetate, 55-gal. dms., works..lb.0860 - —
tanks, works.....lb.0760 - —
Propionate, dms., works...lb. .102 - —
Isopentane, 50-gal. dms., single, works..gal. .45 - —
10-gal. dms., single, works..gal. .55 - —
Isophorone, dms., works.....lb. .25 - —
Isopropylamine, dms., works...lb. .35 - —
Isopropanol (see Alcohol, isopropyl).
Isopropyl acetate, dms., 5 gals., E. of Rockies, frt. alld..lb. .12 - —
c.l., E. of Rockies, frt. alld. lb. .08½- —
l.c.l., E. of Rockies, frt. alld..lb. .09 - —
tanks, E. of Rockies, frt. alld..lb. .07½- —
Alcohol (see Alcohol).
Ether, dms., 5 gals., frt. alld. gal. .55 - —
55 gals., c.l., E. of Miss., frt. alld..gal. .35 - —
55 gals., c.l., W. of Miss., frt. alld..gal. .39 - —
l.c.l., E. of Miss., frt. alld., gal. .44 - —
tanks, E. of Miss., frt. alld., gal. .25 - —
W. of Miss., frt. alld. gal. .29 - —

J

Jaborandi leaves, bls.....lb. .11 - .12
Jalap root, NF, bls.....lb. .40 - .51
powd., bbls., bxs.....lb. .45 - .58
resin, lump, 100-lb. lots, cns.lb. 5.85 - —
powd., bxs.....lb. 5.90 - —
Juniper berries, bgs.....lb. .70 - .90

K

Kamala, tins.....lb. .33 - .34
Kaolin (see China clay).
Kava kava root, bls.....lb. .14 - .16
Kerosene[2] at refinery:—
Bayone, 41-43 w.w., tanks, gal. .05½- —
California (f.o.b. San Francisco), truck..gal. .11½- —
Gulf ports, p.w., bulk.....gal. .07½- —
Louisiana - Arkansas, 41-43 w.w., blk..gal. .04⅝- .04⅝
Oklahoma-Texas, 41-43 w.w., tanks..gal. .04⅝- .04⅝
Pennsylvania, 45 w.w., tanks, gal. .06¼- .06½
Kola nuts, bgs.....lb. .08 - .09

L

Lady slipper root, bls.....lb. .43 - .45
Lanolin (see Adeps lanae).
Lard, city, tubs.....100 lbs.11.00 -11.25
Middlewestern, trcs....100 lbs.10.25 -10.35
Neutral, trcs.....100 lbs.11.25 -11.50
Western, choice, trcs..100 lbs.10.35 -10.45
Compound, trcs.....100 lbs.15.00 -15.50
Larkspur seed, bgs.....lb. 4.00 Nom.
Laurel berries, bls.....lb. .25 - .26
Leaves, Greek, bls.....lb. .58 - .59
Portuguese, bls.....lb. .22 - .23
Lavender flowers, ordinary, bls.lb. .60 - .65
medium, bls.....lb. .83 - .85
select, bls.....lb. .95 - 1.00
Lead,[3] metal (see paint market).
Acetate, white, broken, bbls. lb. .12 - .12½
cryst., bbls.....lb. .12 - .12½
gran., bbls.....lb. .12¾- .13¼
powd., bbls.....lb. .12¾- .13¼
Arsenate, bls., c.l.....lb. .09 - .11
l.c.l., bgs.....lb. .09½- .11½
Lead arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for works or whse. pick-ups.
Blue, basic sulphate, bbls., c.l., dlvd. E..lb. .06¾- —
dlvd., Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo..lb. .07 - —
l.c.l., dlvd. E.....lb. .07 - —
Ariz., Cal., Col., Idaho, Mont., Nev., N.M., Ore., Utah, Wash., Wyo..lb. .07½- —
Carbonate (see Lead, white).
Chloride, fib. dms., 100 lbs..lb. .49 - —
Iodide, NF V, powd., 5-lb. bots. lb. 2.80 - —
jars.....lb. 2.69 - —
Linoleate, pale, precip., dms., lb. .19 - —
Metal (see daily quotations in market report).
Metallic, paste, 200-lb. cont., f.o.b. works..lb. .10 - —
5-lb. cont., f.o.b. works....lb. .22 - —
Nitrate, bbls.....lb. .11 - .14
Peroxide, powd., bbls., tech..lb. .23 - —
Oleate, bbls.....lb. .18½- .20
Red, dry, 95% or less Pb_3O_4, bbls., c.l. (20 tons), dlvd. Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash..lb. .0860- —
Other points.....lb. .0835- —
l.c.l., 5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. Cascade Mts. in Ore. and Wash...lb. .09 - —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash. lb. .09½- —
Colo., Mont., N. Mex., Wyo..lb. .09¼- —
other points.....lb. .08¾- —
smaller lots, Ala., etc..lb. .09¼- —
Ariz., etc.....lb. .10 - —
Colo., etc.....lb. .09¾- —
other points.....lb. .09¼- —
97%, Pb_3O_4, bbls., c.l. (20 tons), dlvd. Ala., etc..lb. .0885- —
other points.....lb. .0860- —
l.c.l., 5 tons, dlvd., Ala., etc..lb. .09¼- —
Ariz., etc.....lb. .09¾- —
Colo., etc.....lb. .07½- —
other points.....lb. .09 - —
smaller lots, dlvd. Ala., etc..lb. .09¾- —
Ariz., etc.....lb. .10¼- —
Colo., etc.....lb. .10 - —
other points.....lb. .09½- —
98%, Pb_3O_4, bbls., c.l. (20 tons), dlvd., Ala., etc. lb. .0910- —
other points.....lb. .0885- —
l.c.l., 5 tons, dlvd. Ala., etc..lb. .09½- —
Ariz., etc.....lb. .10 - —
Colo., etc.....lb. .09¾- —
other points.....lb. .09¼- —
smaller lots, dlvd. Ala., etc..lb. .10 - —
Ariz., etc.....lb. .10¼- —
Colo., etc.....lb. .10¼- —
other points.....lb. .09¾- —
in oil, 95% min., 100-lb. kgs. lb. .12½- —
Resinate, fused, 15%, bbls...lb. .09½- —
pale, bbls.....lb. .11½- —
Silicate, bgs., 5 tons.....lb. .0659- —
smaller lots.....lb. .0701- —
Stearate, bbls.....lb. .25 - —
Sulphate (see Lead, white basic sulphate).
Titinate, bgs. or bbls., c.l., basic sulphate, bbls., c.l. (20 tons), works, frt. alld..lb. .10¼- —
l.c.l., 5 tons, one delivery, E. frt. alld..lb. .10½- —
Pac. Cst., ex whse....lb. .10½- —
smaller lots, E. frt. alld..lb. .10¾- —
Pac. Cst., ex whse....lb. .10¾- —
White, dry, basic carbonate, bbls., c.l., dlvd. Ariz., Calif., Colo., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash. and Wyo..lb. .07¾- —
other points.....lb. .07½- —
l.c.l., dlvd. Ariz., etc...lb. .08 - —
other points.....lb. .07¾- —
basic sulphate, bbls., c.l., dlvd. Ariz., etc.....lb. .07 - —
other points.....lb. .06¾- —
l.c.l., dlvd. Ariz., etc...lb. .07½- —
other points.....lb. .07 - —
in oil, 100-lb. kgs., consumers, lb. .13¼- —
dealers.....lb. .11¼- —
painters.....lb. .12¼- —
Consumers' prices and painters' prices are ½c. lower on orders of 500 lbs. or more.
Lecithin, 100%, cns., f.o.b. N.Y. or Chi..lb. 2.50 - —
edible, grade 1, dms., c.l., same basis..lb. .45 - —
l.c.l., same basis.....lb. .47½- .65
grades 2 or 3, dom., c.l., same basis..lb. .47½- —
l.c.l., same basis.....lb. .50 - .67½
grade 4, dms., c.l., same basis. lb. .50 - —
l.c.l., same basis.....lb. .52½- .70
purified, cs., dms., c.l., same basis..lb. .65 - —
l.c.l., same basis.....lb. .67½- .85
tech., grade 1, dms., c.l., same basis..lb. .35 - —
l.c.l., same basis.....lb. .37½- .55
grade 2 or 3, dms., c.l., same basis..lb. .37¼- —
l.c.l., same basis.....lb. .40 - .57½
grade 4, dms., c.l., same basis. lb. .40 - —
Lecithin prices quoted above are for goods packed in 25, 50 or 100-lb. dms. When goods are packed in 500-lb. dms. prices are 1c. per lb. less.
Lemon peel, bls.....lb. .20 - .26
Licorice extract, mass, cs.....lb. No prices
powd., bbls.....lb. No prices
root, natural, bls.....lb. .28 - .30
powder, bbls., bxs.....lb. .32 - .36
select, bdls., cs.....lb. .90 Nom.
Lime, chemical (quicklime), lump or pebble, bulk, f.o.b.:—
Adams, Mass.....ton. 8.00 - —
Bellefonte, Pa.....ton. 7.00 - —
Berkley, W. Va.....ton. 7.00 - —
Carey, Ohio.....ton. 7.00 - —
Cedar Hollow, Pa...ton. 8.50 - —
Crab Orchard, Tenn..ton. 6.25 - —
Eagle Mountain, Va..ton. 7.00 - —
Farnams, Mass.....ton. 8.00 - —
Gibsonburg, Ohio....ton. 7.00 - —
Hannibal, Mo.....ton. 6.50 - —
Keystone, Ala.....ton. 6.25 - —
Knoxville, Tenn.....ton. 6.25 - —
Limedale, Ark.....ton. 7.00 - —
Longview, Ala.....ton. 6.25 - —
Manistique, Mich....ton. 8.00 - —
Martinsburg, W. Va..ton. 7.00 - —
Menominee, Mich....ton. 8.00 - —
Mitchell, Ind.....ton. 6.50 - —
Newala, Ala.....ton. 6.25 - —
Rincon, Cal.....ton.13.00 - —
Ripplemead, Va.....ton. 7.00 - —
Riverton, Va.....ton. 7.00 - —
Rockland, Me.....ton. 8.00 - —
San Francisco, Cal..ton.13.00 - —
Scioto, Ohio.....ton. 6.50 - —
Springfield, Mo.....ton. 7.00 - —
Woodville, Ohio.....ton. 7.00 - —
York, Pa.....ton. 7.00 - —
Hydrated, paper bgs., f.o.b.:—
Adams., Mass.....ton. 8.50 - —
Bellefonte, Pa.....ton. 8.50 - —
Berkley, W. Va.....ton. 8.50 - —
Buffalo, N. Y.....ton.10.00 - —
Carey, Ohio.....ton. 8.50 - —
Cedar Hollow, Pa....ton. 8.00 - —
Crab Orchard, Tenn..ton. 9.00 - —
Eagle Mountain, Va..ton. 8.50 - —
Farnams, Mass.....ton. 8.50 - —
Gibsonburg, Ohio....ton. 8.50 - —
Hannibal, Mo.....ton. 8.50 - —
Keystone, Ala.....ton. 9.00 - —
Knoxville, Tenn.....ton. 9.00 - —
Le Roy, Minn.....ton.10.00 - —
Lime Crest, N. J....ton. 8.50 - —
Limedale, Ark.....ton. 9.00 - —
Longview, Ala.....ton. 9.00 - —
Louisville, Ky.....ton.14.50 - —
Manistique, Mich....ton. 9.50 - —
Marblehead, Ohio....ton. 9.50 - —
Martinsburg, W. Va..ton. 8.50 - —
Mitchell, Ind.....ton. 9.00 - —
Newala, Ala.....ton. 9.00 - —
Potoskey, Mich.....ton. 9.00 - —
Port Island, Mich...ton. 9.00 - —
Rapid City, S. D....ton.12.00 - —
Ripplemead, Va.....ton. 9.00 - —
Rockland, Me.....ton. 9.00 - —
San Francisco, Cal...ton.16.00 - —
Springfield, Mo.....ton. 9.00 - —
Woodville, Ohio.....ton. 8.50 - —
York, Pa.....ton. 8.50 - —
Spray, paper bgs., f.o.b.—
Adams, Mass.....ton. 9.50 - —
Bellefonte, Pa.....ton. 9.00 - —
Carey, Ohio.....ton.11.00 - —
Farnams, Mass.....ton. 9.50 - —
Gibsonburg, Ohio....ton.11.00 - —
Lime Crest, N. J....ton. 8.50 - —
Marblehead, Ohio....ton.11.00 - —
Rockland, Me.....ton.10.00 - —
Scioto, Ohio.....ton.10.00 - —
Woodville, Ohio.....ton.11.00 - —
York, Pa.....ton. 9.00 - —
Lime salts (see Calcium).
Lime-sulphur, dry, dealers, bgs., c.l., E. of and incl. N. Dak., S. Dak., Neb., Kans., Okla., Tex..lb. .07½- .08½
dms., same basis.....lb. .10½- —
400 lbs. or more, bgs., same basis..lb. .07¾- .08¾
dms., same basis.....lb. .11 - —
less than 400 lbs., same basis..lb. .08½- .09½
dms., same basis.....lb. .12 - —
Solution, Zone 1, dms., consumers..gal. .16 - —
Zone 2, tanks, dealers, wks. gal. .08½- —
30-50, dms.....gal. .11 - .16
Zone 3, tanks, dealers, dlvd. gal. .07½- —
30-50, dms.....gal. .10½- .14½
Zone 4, tanks, dealers, wks. gal. .08 - —
dms., wks., except Cal.gal. .12 - —
Zone 5, tanks, dealers, dlvd. gal. .10½- —
dms.....gal. .12 - —
Zone 6, tanks, dealers....gal. .07½- —
30-50, dms.....gal. .10 - .14
Prices for lime sulphur solution are f.o.b. warehouse points, freight allowed. Zone 1 includes Ga., S. C., Ala., N. C., except the counties of Ashe, Surry, Stokes, Rockingham and Alleghany; Tenn., east of Tenn. river. Zone 2: New England States. Zone 3: Ark., Ohio, Ind., Ill., Ia., Ky., Wis., Minn., Mo. and Tenn. west of Tenn. river; Penn., eastern tier, and W. Va., western tier. Zone 4: Rocky Mountains, except southern California, which makes up Zone 5. Zone 6: N. Y. east of Herkimer, N. J., Md., Del., Va., Pa.—all counties lying east of the western boundary of Bedford, Blair, Center, Clinton and Potter, W. Va.—counties of Mineral, Hampshire, Morgan, Berkeley, Jefferson, and Hardy, N. C.—counties of Ashe, Alleghany, Surry, Stokes and Rockingham.
Linalool, cns.....lb. 4.75 - 5.00
Linalyl acetate, 70%, cns.....lb. 5.50 - 6.00
90%, cns.....lb. 6.50 - 6.75
92%, cns.....lb. 7.00 - 7.25
Linden flowers, bls.....lb. .70 - .75
without leaves, bls.....lb. .55 - .60
Linseed, meal, bgs.....ton.31.00 - —
Litharge, com'l powd., bbls., 20 tons, dlvd., Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash..lb. .0760- —
dlvd. other points.....lb. .0735- —
5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in Ore. and Wash..lb. .08 - —
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash..lb. .08½- —
Colo., Mont., N. Mex., Wyo..lb. .08¼- —
Other points.....lb. .07¾- —
smaller lots, dlvd.., Ala..lb. .08½- —
Ariz., etc.....lb. .09 - —
Colo., etc.....lb. .08¾- —
Other points.....lb. .08¼- —

Lithium bromide, bbls., 100 lbs., works, frt. equal'd..lb. 1.90 - —
50 lbs., works.....lb. 1.93 - —
25 lbs., works.....lb. 1.95 - —
Carbonate, NF VI, 250-lb. bbls., lb. 1.25 - —
100-lb. kgs. .....lb. 1.30 - —
Chloride, 25-lb. jars.....lb. 1.65 - 1.70
Citrate, 250-lb. bbls.....lb. 1.40 - —
25-lb. dms. .....lb. 1.45 - —
100-lb. kgs. .....lb. 1.40 - —
Fluoride, bbls. .....lb. 2.10 - 2.25
Iodide, 5-lb. bots. .....lb. 5.20 - —
25-lb. jars .....lb. 5.05 - —
Lithopone, titanated (high-strength), bgs., c.l. (20 tons)..lb. .05¼- —
smaller lots .....lb. .05½- —
bbls., c.l. (20 tons).....lb. .05½- —
smaller lots .....lb. .05¾- —
Ordinary, bgs., c.l. (20 tons).lb. .0385- —
smaller lots .....lb. .0410- —
bbls., c.l. (20 tons).....lb. .0410- —
smaller lots .....lb. .0435- —

Lithopone in car lots is ¼c. per lb. higher delivered to the Pac. Cst., and in less car lots is ¼c. higher ex whse. Pac. Cst.

Liverwort, leaves, bls.....lb. .55 - .60
Lobelia, herb, bls.....lb. .35 - .37
Seed, bgs. .....lb. .40 - .45
Logwood, cryst., bgs., No. 1..lb. .28 - —
No. 2..lb. .26 - —
extract, bbls., No. 1.....lo. .14 - —
No. 2..lb. .13 - —
No. 3..lb. .12½- —
No. 4..lb. .10 - —
solid, bxs., No. 1.....lb. .23½- —
No. 2..lb. .21½- —
Lovage root, dms., bls.....lb. .45 - .50
imported, bls. .....lb. .45 Nom.
Lupulin, N. E., tins.....lb. 1.65 - 1.70
Lycopodium, cs. .....lb. 8.50 - 9.00

M

Mace, Banda, cs.....lb. .45 - .46
Batavia, cs. .....lb. .29 - .30
Siauw, cs. .....lb. .35 - .36
West Indian, cs.....lb. .50 - .51
Madder, Dutch, bbls.....lb. .22 - .25
Magnesia, arsenate, dms.....lb. .18 - .20
Calcined, tech., USP, bbls., wks..lb. .26 - —
Carbonate, tech., Zone 1, c.l., bgs..lb. .06¼- —
bbls. .....lb. .07½- —
kgs. .....lb. .08¾- —
l.c.l., bgs. .....lb. .07¼- —
bbls. .....lb. .08½- —
kgs. .....lb. .09¾- —
Zone 2, c.l., bgs.....lb. .06¼- —
bbls. .....lb. .07½- —
kgs. .....lb. .08¾- —
l.c.l., bgs. .....lb. .07 - —
bbls. .....lb. .08¼- —
kgs. .....lb. .09½- —
USP, Zone 1, c.l., bgs.....lb. .08 - —
bbls. .....lb. .08½- —
kgs. .....lb. .09¾- —
l.c.l., bgs. .....lb. .09 - —
bbls. .....lb. .09½- —
kgs. .....lb. .10¾- —
Magnesia, carbonate, Zone 2, c.l., bgs..lb. .08 - —
bbls. .....lb. .08½- —
kgs. .....lb. .09¾- —
l.c.l., bgs. .....lb. .08¾- —
bbls. .....lb. .09¼- —
kgs. .....lb. .10½- —
Other points.....lb. .08 - —
Magnesia:—Zone 1—Mass., Conn., R. I., N.Y., N.J., Pa., D. of C., Del. and Md. c.l. shipments, frt. equald, with Phillipsburg, Ambler, Plymouth Meeting, Valley Forge, and New York. On l.c.l. shipments, frt. alld., including dlvd. storedoor. Magnesia prices are f.o.b. Plymouth Meeting. Zone 2—Balance of U.S.; prices f.o.b. Plymouth Meeting, Ambler, Phillipsburg, Valley Forge, and New York.
Magnesium, chloride, anhyd., dom., bbls., dlvd..lb. .13 - —
flake, dom., bbls., wks., c.l., ton.32.00 - —
l.c.l., bbls., wks.....ton.39.00 -42.00
Hydroxide, med., 200-lb. bbls.lb. .25 - —
25-lb. dms.....lb. .30 - —
100-lb. kgs.....lb. .26 - —
Hypophosphite, cns., 100 lbs..lb. 1.45 - —
Oxide (see Calcined).
Palmitate, bbls.....lb. .83 Nom.
Peroxide, 15%, dms., works..lb. 1.00 - 1.35
Silicate (see Talc).
Silicofluoride, bbls.....lb. .20 - .25
Stearate, bbls., ctns., 1 ton..lb. .31 - —
smaller lots.....lb. .33 - —
Sulphate (see Epsom salt).
Trisilicate, 1,000-lb. contracts, dms..lb. .37 - —
smaller lots, dms.....lb. .42 - —
cs., 500-lb. lots.....lb. .40 - —
100-lb. lots.....lb. .42 - —
5-lb. cns.....lb. .60 - —
Magnesite, cal., dom., bgs...ton.72.00 -80.00
imports, bgs., duty paid..ton. No prices
dead-burned, dom., bulk, c.l., f.o.b. Chewelah, Wash..ton.22.00 -25.00
Malva flowers, black, bls.....lb. .90 - .95
blue, bls.....lb. .90 Nom.
Leaves, bls.....lb. .40 - .45
Manaca root, bls.....lb. .23 - .24
Mandrake root, bls.....lb. .25 - .26
Manganese acetate, dms.....lb. .26½- —
Arsenate, bgs.....lb. .12 - .12½
Borate, tech., bbls.....lb. .15 - .16
Carbonate, bbls.....lb. .19 - —
Chloride, bbls.....lb. .14 Nom.
Dioxide, African, battery, 84-87%, bbls., 28-40 tons, works, ton.71.50 - —
5-15 tons, works.....ton.74.50 - —
½, 4 tons, works.....ton.79.50 - —
Caucasian, 85-90%, bbls., c.l., works..ton.74.00 - —
l.c.l., 5 tons, works....ton.77.00 - —
smaller lots, works..ton.82.00 - —
burlap bgs., c.l., works, ton.71.75 - —
l.c.l., 5 tons, works...ton.74.75 - —
smaller lots, works..ton.79.75 - —
paper bgs., c.l., works..ton.70.00 - —
l.c.l., 5 tons, works....ton.73.00 - —
Glycerophosphate, bbls., bgs., 1,000-lb. lots..lb. 3.05 - —
100-lb. lots.....lb. 3.15 - —
cns., 25 lbs.....lb. 3.27 - —
Hydrate, bbls., dlvd.....lb. .82 - —
Iodide, bots., 5 lbs.....lb. 5.70 - —
jars, 25 lbs.....lb. 5.55 - —
Manganese linoleate, liquid, 4%, dms..lb. .18 - .19½
Linoleate, liquid, 4%, dms...lb. .18 - .19½
solid, precip., 8.2%, bbls...lb. .19 - —
Resinate, fused, 3½%, bbls.ton. .08¾- .08½
precip., dms.....lb. .12 - —
Sulphate, anhyd., ton lots, works..lb. .10½- —
single, bbls., works.....lb. .11½- —
fertilizer, 65%, MnSo., bgs., c.l., dlvd., South..ton.37.00 - —
l.c.l., bgs.....ton.65.00 -75.00
Mangrove bark, bgs., shipt...ton.37.00 -38.00
Manna flake, large, cs.....lb. 2.00 Nom.
small, cs. .....lb. 1.50 Nom.
Mannitol, com'l grade, bbls., ton lots, works..lb. .35 - —
smaller lots, works.....lb. .40 - —
reagent grade, 50-lb. cs., or multiples, works..lb. .85 - —
Marble flour, bgs.....ton.12.50 -14.50
Marjoram, French, No. 1.....lb. .75 - .80
Tunisan, bls. .....lb. .32 - .33
Chilean .....lb. .18 - .18½
Menthol, natural, Chinese, cs..lb. 9.00 - 9.25
Japanese, cs.....lb. 9.00 - 9.25
synthetic, USP, cs.....lb. No prices
technical, 60-lb. cs.....lb. 3.00 - —
smaller lots.....lb. 3.10 - 3.25
Menthyl salicylate, tins, 100-lb. lots..lb. 3.00 - —
25-lb lots.....lb. 3.10 - —
Mercurial ointment, 30%, pails, 50 lbs.....lb. 1.44 - —
25 lbs.....lb. 1.46 - —
50%, pails, 50 lbs.....lb. 2.09 - —
25 lbs.....lb. 2.11 - —
Mercury (see Quicksilver).
Ammoniated (see White precipate).
Bichloride (see Corrosive sublimate).
Bisulphate, 5-lb. bots.....lb. 3.02 - —
100-lb. fib. dms.....lb. 2.89 - —
25-lb. jars.....lb. 2.91 - —
Chloride (see Calomel).
Cyanide, cryst.....lb. 4.00 - 4.05
powd. .....lb. 4.00 - 4.05
Iodide, red, NF, 5-lb. bots..lb. 4.66 - 4.71
100-lb. fib. dms.....lb. 4.60 - —
yellow, 5-lb. bots.....lb. 4.76 - 4.81
fib. dms., 100 lbs.....lb. 4.70 - —
Nitrate ointment (see Citrine ointment).
tech. (see Red, mercury oxide).
yellow, tech. (see Yellow, mercury oxide).
NF VI, fib. dms., 50 lbs., or more..lb. 3.38 - —
Oxide, red, NF (see Red precipitate).
Mercury and chalk, 5-lb. ctns..lb. 1.98 - —
25-lb. fib. dms.....lb. 1.86 - 1.88
Mesityl oxide, dms., c.l., dlvd..lb. .11½- —
l.c.l., dlvd.....lb. .12 - —
Metal leaf, Japanese, pkgs. of 20 books (500 leaves), aluminum, 5½x5½ in..pkg. 2.50 - —
composition, 5½x5½ in.....pkg. 3.00 - —
gold, XX, deep, 23K, 3⅜x3⅜ in. pkg.15.00 - —
silver, 3⅜x3⅜ in.....pkg. 3.00 - —
Metanitroparatoluidin, bbls....lb. 1.05 - 1.10
Metaphenylenediamine, kgs....lb. .65 - —
Metatoluylenediamine, kgs....lb. .70 - —
Methanol, natural, 1,5,6 producer group A, all grades, E. of Miss. R., tanks..gal. .60 - —
dms., c.l.....gal. .66 - —
l.c.l .....gal. .76 - —
Methanol prices W. of Miss. R. are 3c. per gal. higher.

Lithium—Methyl Acetate

Methanol, natural, group B, pure, tanks, frt. alld., Zone 1. gal. .50 - —
Zone 2.....gal. .52 - —
Zone 3.....gal. .54 - —
Zone 4.....gal. .54½- —
dms., c.l., Zone 1.....gal. .55½- —
Zone 2.....gal. .57½- —
Zone 3.....gal. .59½- —
Zone 4.....gal. .61½- —
l.c.l., Zone 1.....gal. .58½- —
Zone 2.....gal. .75½- —
Zone 3.....gal. .62½- —
Zone 4.....gal. .75½- —

Group B, 95% frt. alld., prices 2c. more than pure, all zones.

97%, frt. alld., prices 1c. more than pure, all zones.

Natural methanol sales zones are:—Zone 1, Conn., Del., D. of C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H.; N. J.; N. Y., N. C., Ohio, Tenn., R. I., Vt., Va., W. Va., Wisc.; zone 2, Ala., Ark, Col., Fla., Ga.,, Kan., La., Miss.,, Neb., N. D., Okla., S. C., S. D., Tex., Wyo.; zone 3, Los A., San Fran., Seattle, Wash., Portland, Ore.; zone 4, Ariz., Cal., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash.

Methanol, synthetic, 2, 3, 6, pure, dms., c.l., Zone 1, frt. alld..gal. .34½- —
c.l., Zone 1, frt. alld..gal. .34½- —
2, frt. alld.....gal. .36½- —
3, frt. alld.....gal. .38½- —
4, frt. alld.....gal. .40½- —
l.c.l., Zone 1, frt. alld. or dlvd..gal. .37 - —
2, frt. alld. or dlvd..gal. .44½- —
3, dlvd., S. F. and L. A., gal. .41 - —
4, frt. alld. or dlvd..gal. .52½- —

Methanol, synthetic, tanks, Zone 1, frt. alld.....gal. .28 - —
2, frt. alld.....gal. .30 - —
3, frt. alld.....gal. .32 - —
4, frt. alld.....gal. .32½- —

Synthetic methanol sales zones are:—Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich, Minn., Mo., N. H. N. J., N. Y., N. C., Ohio, Penn., R. I., S. C., Tenn., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark, Col.,, Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. D., Tex., Wyo.; Zone 3, Los Angeles, Cal.; San Francisco, Cal.; also (c.l. only) Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., N. Mex., Mont., Nev., Idaho, Ore., Utah, Wash.

Methyl acetate, 97-99%, dms., c.l., E. of Miss. R..lb. .10½- .12
W. of Miss. R.....lb. .11½- .13
l.c.l., dms., dlvd., E. of Miss. R..lb. .11 - .12½
W. of Miss. R.....lb. .12 - .13½
tanks, dlvd. E. of Miss. R.lb. .09½- —
W. of Miss. R.....lb. .10½- —
tech., dms., c.l., dlvd. E. of Miss. R..lb. .07 - .09
W. of Miss. R.....lb. .08 - .10
l.c.l., dlvd. E. of Miss. R. lb. .07½- .09¼

Lecithin
(Vegetable)

Now available in either Soya Bean Oil or Cocoa Butter carrier for prompt delivery direct from factory.

We Also Solicit Inquiries on These Products . . .
CHOLESTEROL • PYRIDINE • ALPHA PICOLINE
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TARTARIC ACID • CITRIC ACID • CREAM OF TARTAR

NEUBERG CHEMICAL CORPORATION
441 LEXINGTON AVENUE, NEW YORK CITY • TELEPHONE MURRAY HILL 6-1990

Methyl Acetate—Oil, Red

Methyl acetate, tech., dms., c.l., dlvd. W. of Miss R...lb. .08½- .10½
tanks, dlvd. E. of Miss. R. lb. .06 - —
W. of Miss. R.....lb. .07 - —
Acetoacetate, dms., c.l., works, frt. alld..lb. .29½- —

Methyl, acetone, natural, group A producers, E. of Rockies, frt. alld., tanks..gal. .75 - —
dms., c.l., same basis.....gal. .81 - —
l.c.l., same basis...gal. .86 - —

Methyl acetone prices on Pacific Coast are 3c. per gal. higher on tanks and 4c. per gal. higher on drums, car lots.

Methyl acetone, natural, group B, producers, tanks, Zone 1.gal. .60 - —
Zone 2.....gal. .62 - —
Zone 3.....gal. .64 - —
Zone 4.....gal. .64½- —
dms., c.l., Zone 1.....gal. .65½- —
Zone 2.....gal. .67½- —
Zone 3.....gal. .69½- —
Zone 4.....gal. .71½- —
l.c.l., Zone 1.....gal. .68½- —
Zone 2.....gal. .85½- —
Zone 3.....gal. .72½- —
Zone 4.....gal. .83½- —

Natural methyl acetone sales zones are:—Zone 1, Conn., Del., D. of C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., Tenn., Vt., Va., W. Va., Wis. Zone 2, Ala., Ark., Col., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo. Zone 3, Los A., San Fran., Seattle, Wash.; Portland, Ore. Zone 4, Ariz., Cal., Mont., Nev., N. Mex., Ore., Utah, Idaho, Wash.

Methyl acetone, synthetic tanks, Zone..gal. .43 - —
Zone 2.....gal. .44½- —
Zone 3.....gal. .45½- —
Zone 4.....gal. .43½- —
dms., c.l., Zone 1.....gal. .51 - —
Zone 2.....gal. .51 - —
Zone 3.....gal. .53½- —
Zone 4.....gal. .54½- —
l.c.l., Zone 1.....gal. .54½- —
Zone 2.....gal. .57 - —
Zone 3.....gal. .58 - —
Zone 4.....gal. .59½- —
Alcohol (see Methanol).
Anthranilate, 100-lb. lots.....lb. 2.20 - —
25-lb. lots, bots.....lb. 2.35 - —
Benzoate, cns., 25 lbs.....lb. 1.10 - 1.15
Chloride, refrigeration, 500 lbs. and up, machine mfrs. and jobbers, cylinders..lb. .32 - —
service men and consumers, cyl..lb. .36 - —
60 to 490 lbs., cyl., mach. mfrs. and jobbers..lb. .36 - —
service men and consumers, cyl..lb. .40 - —
tanks, multi-unit, mach. mfrs. and jobbers..lb. .31 - —
service men and consumers..lb. .35 - —

Methyl chloride quotations are spot or contract, effective July 1, for delivery to any common carrier point in United States. Prices above are in 60, 90 and 180-lb. cylinders. Prices on the 20-lb. cylinders are uniformly 10c. per pound higher than above prices.

Methyl. cinnamate, bls.....lb. 1.50 - 4.00
Formate, dms.....lb. .80 - —
Lactate, dms., l.c.l., dlvd...lb. .70 - —
Iodide, bots.....lb. 4.00 - 4.15
Salicylate, dms.....lb. .35 - .37
cns.....lb. .37 - .40
Molybdated violet toner, bbls.lb. .35 - —
Methylamyl ketone, dms., works, l.c.l..lb. .23 - —
smaller containers, same basis, lb. .28 - —
Methylcellulose, dms., 2,000 lbs. or more, works..lb. .50 - —
100 to 1 999 lbs., works...lb. .55 - —
1 to 99 lbs., works.....lb. .60 - —
Methylcyclohexane, 98-100%, dms., works..lb. .16 - —
Methylcyclohexanol, 98-100%, dms., works..lb. .23 - —
Methylcyclohexanone, 98 - 100%, dms., works..lb. .32 - —
Methylene blue, medcl., kgs., 100 lbs..lb. 2.00 - —
cns., 5 lbs.....lb. 2.35 - —
Chloride, dms., f.o.b. works..lb. .18 - .22
Methylethyl ketone, dms., c.l., frt. pd. E. of Rocky Mts., lb. .08½- —
l.c.l., same terms.....lb. .09 - —
tanks, same terms.....lb. .07½- —
Methylhexyl ketone, dms., tech., works..lb. .60 - —
Methylisobutyl ketone, dms., c.l., dlvd..lb. .12 - —
l.c.l., dlvd.....lb. .12½- —
tanks, dlvd.....lb. .11 - —
Methylnaphthyl ketone, dom., cryst., cns..lb. 3.00 - 3.10
Metronite pigment, 120 mesh, containers extra, c.l., f.o.b. Milwaukee, ton. 9.00 - —
l.c.l., same basis.....ton.11.00 - —
180 mesh, containers extra, c.l., same basis..ton.11.00 - —
l.c.l., same basis.....ton.13.00 - —
250 mesh, containers extra, c.l., same basis..ton.12.00 - —
l.c.l., same basis.....ton.14.00 - —
325 mesh, containers extra, c.l., same basis..ton.15.00 - —
l.c.l., same basis.....ton.17.00 - —
400 mesh, containers extra, c.l., same basis..ton.17.50 - —
l.c.l., same basis.....ton.19.50 - —
Mica, dry grd., amber, No. 1 quality, c.l..ton.30.00 - —
l.c.l., 5,000 lbs.....ton.40.00 - —
1,000 lbs.....lb. .02 - —
500 lbs.....lb. .02½- —
100 lbs.....lb. .03 - —
refined, c.l.....ton.20.00 - —
l.c.l., 5,000 lbs.....ton.30.00 - —
paint, c.l.....ton.35.00 - —
l.c.l., 5,000 lbs.....ton.65.00 - —
white, No. 1 quality, c.l...ton.35.00 - —
l.c.l., 5,000 lbs.....ton.45.00 - —
1,000 lbs.....lb. .02½- —
500 lbs.....lb. .03 - —
roofing, c.l.....ton.29.00 - —
l.c.l., 5,000 lbs.....ton.39.00 - —
paint, c.l.....ton.60.00 - —
l.c.l., 5,000 lbs.....ton.70.00 - —
wet grd., paint or lacquer, c.l..lb. .04½- —
l.c.l.....lb. .05 - —
paper, wall or coated, c.l..lb. .04¾- —
l.c.l.....lb. .04⅞- —
rubber, c.l.....lb. .04 - —
l.c.l.....lb. .04½- —
biotite, c.l.....lb. .03½- —
l.c.l.....lb. .04 - —

Mica, dry grd., is quoted in bags at the works; wet grd. mica in carload lots is frt. alld. E., and in less carload lots ex whse. or frt. alld. E. Prices of the wet grd. are ½c. per lb. higher west of Rockies.

Milk, powder, skimmed, roller, bbls., c.l..lb. .14 - —
l.c.l.....lb. .15 - —
spray, bbls., c.l.....lb. .14 - —
l.c.l.....lb. .15 - —
unskimmed, roller, bbls., c.l., lb. .27½- —
l.c.l.....lb. .27¾- .28
spray, bbls., c.l.....lb. .27½- —
l.c.l.....lb. .27¾- .28
Millet seed, yellow, bgs.....lb. .02½- .02¾
early fortune, bgs.....lb. .0230- .0250
hulled, bgs.....lb. .06½- .06¾
Mineral spirits (see Petroleum thinners and VM & P naphtha).
Molasses, blackstrap, tanks, f.o.b. No. Atlantic ports..gal. .12½- .13½
f.o.b. Gulf ports.....gal. .12 - .13
Molybdate orange (see Orange, molybdate).
Molybdenum metal, kgs., 99% powd..lb. 2.60 - 3.00
Molybdenum, trioxide, pure, kgs., basis Me. content, works.lb. .95 - —
technical, kgs., basis Mo. content, works..lb. .80 - —
Monoamylamine, dms., basis 100%, c.l., wks..lb. .50 - —
l.c.l., works.....lb. .53 - —
Monoamylnaphthalene, l.c.l., dms, works..lb. .17 - —
Monobutylamine, dms., basis 100%, c.l., wks..lb. .37 - —
l.c.l., works.....lb. .40 - —
Monoethanolamine, dms., c.l., works..lb. .24 - —
l.c.l., dms.....lb. .25 - —
tanks.....lb. .23 - —
Monoethylamine, basis 100%, dms., c.l., works..lb. .32 - —
l.c.l., works.....lb. .35 - —
Monochlorobenzene, dms., l.c.l. lb. .07 - —
smaller, cns.....lb. .08 - .09
Monoethylanilin, dms.....lb. .47 - —
Monomethylamine, dms., c.l., l.c.l., dlvd.....lb. .65 - —
Monomethylpara-aminophenol-sulphate, dms..lb. 3.75 - 4.00
Monosodiumphosphate (see Soda phosphate monobasic).
Morphine, bots., 5 ozs.....oz.11.10 - —
cns., 25 ozs.....oz.10.90 - —
Acetate, bots., 5 ozs.....oz. 9.00 - —
bots., 25 ozs.....oz. 8.80 - —
Ethylhydrochloride, bots., 5 ozs., oz.10.75 - —
cns., 25 ozs.....oz.10.55 - —
Hydrobromide, bots., 5 ozs...oz. 8.95 - —
cns., 25 ozs.....oz. 8.75 - —
Hydrochloride, powd., 5-oz. bots, oz. 9.00 - —
25-oz. cans.....lb. 8.80 - —
Sulphate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Morpholine, dms., 55 gals., l.c., smaller containers, works...lb. .75 - —
Mullein leaves, cans.....lb. .15 - .16
flowers, cns.....lb. 1.50 - 1.55
Musk, nat., Tonquin, grains, bots..oz.30.00 -35.50
synth., ambrette, cns., 100 lbs. or more...lb. 3.75 - —
5 lbs. to 75 lbs.....lb. 3.85 - —
1 lb.....lb. 4.20 - —
ketone, cns., 100 lbs. or more, lb. 3.90 - —
5 lbs. to 75 lbs.....lb. 4.00 - —
1 lb.....lb. 4.35 - —
xylol, cns., 100 lbs. or more, lb. 1.15 - —
5 lbs. to 75 lbs.....lb. 1.25 - —
1 lb.....lb. 1.35 - —
Musk root, bls.....lb. .50 - .60
Mustard seed, California, brown, lb. .16 - .16½
yellow, bgs.....lb. .12½- .13
Chinese, yellow, bgs.....lb. .07½- .08
Danish, yellow.....lb. .27 - .28
Montana, yellow, bgs.....lb. .07 - .07½
Roumanian, yellow.....lb. .14½- .15
Washington, yellow, bgs.....lb. .07 - .07½
Myrobalans, J1, bgs., f.a.s...ton. No prices
J2, bgs., f.a.s.....ton. No prices
Extract, liquid, 25%, bbls.....lb. No prices
solid, 50%, bbls.....lb. No prices
powdered, bbls.....lb. No prices

N

Naphtha, Painters (see Petroleum, naphtha, V. M. & P.).
Solvent (see S).
Naphthalene,[4] crude, dom., 74 deg., tanks, works...100 lbs. 2.50 - —
78 deg., tanks, works...100 lbs. 2.75 - —
Refined, balls or flakes, bbls., wholesalers and jobbers, f.o.b. works..lb. .08 - —
50-lb. cs., same basis....lb. .08¼- —
pkgs. (16 oz.), same basis..lb. .08¾- —
(12 oz.), same basis....pkg. .07 - —
Nerolin, cryst., cns.....lb. 1.70 - 2.00
Nickel carbonate, bbls.....lb. .36 - .36¾
Chloride, bbls.....lb. .18 - .20
Cyanide, 100 lbs., dms.....lb. 1.40 - —
25-lb. bot.....lb. 1.50 - —
Oxide, black, bbls.....lb. .35 - .38
Salt, bbls.....lb. .18 - .18½
Nicotine, sulphate, 40%, dms., works, frt. alld..lb. .703 - —
10-lb. tins.....lb. .86½- —
Niger seed, bgs.....lb. .15 - .16
Nitercake, bulk, works.....ton.16.00 - —
Nitrobenzene, dhl. dist., dms., c.l., lb. .08 - —
l.c.l.....lb. .09 - —
tanks.....lb. .07 - —
Nitrocellulose, alcohol-soluble, ¼, and 40 sec. vis., bbls., wks., lb. .28 - —
bronzing, 20, 40, 70 sec. vis., bbls., works..lb. .29 - —
ester, soluble, 30-35, ¼, ½ sec., bbls., c.l., dry weight, works..lb. .22 - —
l.c.l., ¼, ½ sec., bbls., dry weight, works..lb. .26 - —
5-6, 15-20, 30-40, and 60-80 sec., bbls., c.l., dry weight, works..lb. .20 - —
l.c.l., 5-6, 15-20 sec., high vis., bbls., works..lb. .25 - —
Lacquer, 20-30 and 60-80 sec., vis., bbls., works..lb. .29 - —

Nitrocellulose prices are quoted on the basis of dry weight; denatured alcohol used in manufacture is charged extra. Barrels are to be paid for extra, but are returnable.

Nitroethane, l.c.l., dms., works, lb. .25 - —
Nitrogen solution, nitrogen basis, tanks, f.o.b. Atlantic and Gulf ports..unit-ton.1.2158- —
Nitrogenous fertilizer material, dom., 10% ammon., bulk, f. o. b. Carrollville, Wis., dlvd..unit-ton. 2.25 Nom.
f.o.b. Chemical, Ill..unit-ton. 2.25 Nom.
f.o.b. East Coast producing points..unit-ton. 2.75 - 3.00
Import, bgs., c. i. f. Atlantic ports, shipt..unit-ton. No prices
Nitromethane, l.c.l., dms., works, lb. .35 - —
Nitronaphthalene, bbls.....lb. .24 - .26
Nitropropane I, l.c.l., dms., works, lb. .35 - —
II, same basis.....lb. .35 - —
Nutgalls, Aleppo, bgs., oz.....lb. .27 - .28
Chinese.....lb. .30 Nom.
Extract (see Gall extract).
Nutmegs, E. I., 80s, bgs., cs..lb. .19 - .20
110s, bgs., cs.....lb. .15 - .15½
small, grinding, bgs.....lb. .14 - .14½
West Indian, bgs.....lb. .13½- .14
Nux Vomica, bls.....lb. .07 - .08
powd., bbls., bxs.....lb. .11 - .12

O

Oakbark extract, 25% tan., bbls., c.l., works..lb. .03½- —
l.c.l., bbls., works.....lb. .03¾- —
tanks.....lb. .02 - —
Ocher (see Yellow).
Octane, 100-140° C., industrial grade, dms., c.l., G. 3, gal. .15 - —
l.c.l., G.3.....gal. .27 - —
10 gals., G.3.....gal. .55 - —
tanks, G.3.....gal. .12½- —
Octanol, normal, tech., 360-lb. dms., dlvd..lb. .85 - —
Oil, almond, bitter, artif. (see Benzaldehyde).
natural, U.S.P., bots.....lb. 3.50 - 3.75
sweet, true, exp., cns.....lb. 2.25 - 2.50
Amber, crude, cns.....lb. No stocks
ref'd, cns.....lb. No stocks
Amyris, cns.....lb. 3.75 - —
Angelica, root, bots.....lb. No stocks
seed, bots.....lb. 110.00- 120.00
Anilin (see A).
Anise, USP, cns., dms.....lb. 1.05 - 1.10
Apricot, kernels, cns.....lb. .40 - .48
Avocado, cns., dms.....lb. 1.00 - 1.25
Bay, W. I., 50-55% phenols, cns..lb. 1.25 - 1.50
55-66% phenols, cns.....lb. 1.35 - 1.60
Bergamot, artif., cns.....lb 2.75 - 2.25
natural, coppers.....lb.22.00 -24.00
Birch (see Oil, sweet birch).
Birchtar, crude, cns.....lb. .90 - —
rect'fd., cns.....lb. 1.50 - —
Bois de Rose, Brazil, cns....lb. 4.00 - 4.25
Bone, dms., works.....gal. .65 - .75
Cade USP IX (see Oil Juniper tar).
Cajeput, tech., dms.....lb. 1.15 - 1.20
USP IX, cns.....lb. 1.25 - 1.30
USP X, cns.....lb. 1.40 - 1.45
Calamus, cns.....lb. No stocks
Camphor, sassafrassy, cns...lb. .29 - .30
dms.....lb. .27 - .28
white, cns.....lb. .32 - .33
dms.....lb. .30 - .31
Cananga, native, cns.....lb.12.00 -12.50
rectified, cns.....lb.13.00 -13.50
Capsicum (oleoresin), USP VIII, cns..lb. 3.85 - 5.00
Caraway, USP, cns.....lb.14.00 -15.00
Cardamom bots.....lb.25.50 -35.00
Cassia, SP, cns.....lb. 7.75 - 8.00
Castor, blown, one-way dms., c.l..lb. .14 - —
l.c.l.....lb. .14¾- —
cold pressed, USP., bbls., c.l., lb. .12¾- —
l.c.l.....lb. .13¼- —
cns. (1-gal.), l.c.l.....lb. .16½- —
cns. (5-gal.), l.c.l.....lb. .14½- —
dms. (returnable), c.l...lb. .12¼- —
l.c.l.....lb. .13¼- —
tanks.....lb. .11¾- —
dehydrated, dms., c.l.....lb. .1690- —
l.c.l.....lb. .1730- —
tanks.....lb. .16 - —
extracted, No. 3, tech., bbls., c.l..lb. .12¼- —
l.c.l.....lb. .13 - —
dms. (returnable), c.l.....lb. .12¾- —
l.c.l.....lb. .13 - —
tanks.....lb. .11½- —
sulphonated, 50% (43% fat), dms., c.l...lb. .08¼- —
l.c.l.....lb. .09¼- —
75% (63% fat), dms., c.l..lb. .11 - —
l.c.l.....lb. .12 - —
80% (65% fat), dms., c.l..lb. .11¼- —
l.c.l.....lb. .12¾- —
Cedarleaf, cns.....lb. 1.10 - 1.40
dms.....lb. .88 - 1.35
Cedarwood, Southern, cns....lb. .35 - .36
dms.....lb. .33 - .34
Celery, bots.....lb.30.00 -35.00
Chaulmoogra, USP, cns.....lb. 68 -
Chinawood, dms.....lb. .35½- .36½
tanks.....lb. .34½- .35
Pacific Coast, tanks.....lb. .34 - .34½
Cinnamon, bark, bots.....lb. 9.75 -32.00
leaf, dms.....lb. 1.00 - 1.20
Citronella, Ceylon, cns.....lb. .85 - .90
dms.....lb. .80 - .85
Java, cns., dms.....lb. .75 - .80
Clove, makers, USP, cns....lb. 1.30 - 1.35
dms.....lb. 1.25 - 1.30
Coconut, Manila, crude, tanks, lb. .07¾- —
edible, 76°, ref. dms., l.c.l..lb. .14¾- .14¾
Cod, Newf., dms.....gal. .78 - .80
Codliver, med., U.S.P.....bbl.85.00 -90.00
Coriander, bots.....lb.25.00 -30.00
Corn, crude, tanks, works...lb. .11¾- .12
refd., bbls.....lb. .15 - .15½
Cottonseed, cooking, bbls....lb. .15¼- —
salad, bbls.....lb. .15½- —
Creosote (see C).
Croton, N.F., cns.....lb. 3.00 - 3.25
Cubeb, USP, cns.....lb. 3.75 - 8.50
Crude (see Petroleum, crude).
Cumin, bots.....lb. 8.00 -12.00
Cypress, bots.....lb.12.00 - —
Degras (see D).
Dill seed, bots.....lb. 6.50 - 6.75
weed, bots.....lb. 5.75 - 6.00
Dip (see D).
Erigeron, cns.....lb. 2.25 - 2.35
Eucalyptus, cns.....lb. .75 - .80
dms.....lb. .70 - .75
Fennel, sweet, cns.....lb. 2.50 - 2.75
Gaultheria (see Oil, wintergreen leaf).
Geranium, Algerian, rose, cns. lb.16.00 -17.00
Bourbon, cns.....lb.16.00 -17.00
Turkish (see Palmarosa)
Grapefruit, cns.....lb. 1.65 - 2.65
Grapeseed, dom., dms.....lb. .35 - .36
imported, dms.....lb. .20 - .25
Ginger, dist., bots.....lb.16.00 -20.00
Guaiac wood, concrete, bots..lb. 4.15 - 4.20
Halibut liver, ref., dms....gal.70.00 Nom.
Hemlock, cns.....lb. .95 - 1.15
Juniper, berry, cns.....lb.15.00 - —
wood, tech., cns.....lb. No stocks
Juniper tar, USP XI, dms...lb. .72 - .95
Oil, lard, common, 1, bbls.....lb. .13 - —
2, bbls.....lb. .12¾- —
extra, bbls.....lb. .13¾- —
1, bbls.....lb. .13¼- —
Winter, strained, bbls....lb. .14 - —
prime, burning, bbls.....lb. .14½- —
prime, ined., bbls.....lb. .14¾- —
Laurel, bots.....lb. 5.00 Nom.
Lavandin, cns., 25 lbs.....lb. No stocks
Lavender flower, French, cns. lb. 7.75 - 11.25
garden, cns.....lb. .55 - .70
spike, Spanish, tech., cns..lb. 2.85 - 3.10
dms.....lb. 2.75 - 3.00
Lemon, Calif., cns.....lb. 3.25 - —
Messina, coppers, cns.....lb. 5.50 Nom.
Terpeneless, Type 1.....lb.10.75 -17.00
Type 2.....lb. 8.50 -15.00
Uruguay, 10 kilo cans.....lb. 5.50 - 5.75
Lemongrass, native, cns., dms., lb. 2.10 - 2.25
Lime, dist., cns.....lb. 8.25 - 8.50
expressed, cns.....lb.12.50 Nom.
Terpeneless.....lb.46.50 -78.00
Linaloe, wood, cns.....lb. 3.50 - 3.75
Linseed, raw, dms., c.l.....lb. .1000- .1020
l.c.l., 10 to 69.....lb. .1020 -.1040
5 to 9.....lb. .1060 -.1080
less than 5.....lb. .1080 -.1100
tanks.....lb. .0910- .0930
boiled linseed oil .004 cent over raw.
Lovage, extra fine, bots.....lb.85.00 - —
Lubricating, at refinery, ex tax, California, neutrals, pale, 200-600 vis., 2½-4, tanks, gal. .07¼- .11
red, 200-900 vis., 4-6½ plus, tanks..gal. .07¼- .11½
Group 3, bright stocks, 100-210 D, 0-25 pur., tanks.gal. .19½- .24½
neutral, 150-400 vis., 3-3½, 0-10 pour, tanks, gal. .12¼- .17¾
200-280 vis., 3, 15-25 pour, tanks..gal. .12 - .14¼
Pennsylvania[3], bright stocks, S color, 140-150 vis., 10-25 pour, tanks..gal. .25 - .30½
cylinder oils, 600-630 flash, tanks..gal. .16 - .18½
600 - 650 steam ref'd, tanks..gal. .15 - .16½
neutral, 70° F., 3 color, 150 vis., 0-25 pour, tanks..gal. .31 - .38½
200 vis., 0-25 pour, tanks, gal. .33 - .40½
Mace, dist., cns., dms.....lb. 2.15 - 2.65
Mandarin, Brazilian, cns....lb. 8.00 - —
Italian, coppers.....lb. 9.55 - —
Menhaden, crude, tanks, Balto. gal. .58 - —
ref'd alkali, dms.....lb. .1220- —
kettle-bodied, dms.....lb. .1320- —
light-pressed, dms.....lb. .1120- —
tanks.....lb. .1000- —
Mineral, white (see Oil, white mineral).
Mustard, artif., USP, bots., cns. lb. 1.50 - 1.60
dist., natural, bots.....lb. 9.50 -10.00
Neatsfoot,[2] 15° c.t., bbls....gal. 1.90 - —
20°, bbls.....gal. 1.80 - —
30°, bbls.....gal. 1.60 - —
extra, bbls.....lb. .13½- —
1, bbls.....lb. .13¼- —
prime, bbls.....lb. .14 - —
pure, bbls.....lb. .17¾- —
Neroli, bots.....lb.200.00 -375.00
Nutmeg, dist., cans, dms....lb. 2.15 - 2.85
Oiticica, liquid, dms.....lb. .21¾- .22¼
tanks.....lb. .21 - .21½
solid, dms.....lb. .21 - —
Oleo, 1, bbls.....lb. .12 - —
2, bbls.....lb. .12¾- —
Olibanum, bots.....lb. 5.00 - 5.25
Olive, denat., dms.....gal. 4.00 - 4.15
edible, Calif., dms.....gal. 4.85 - 5.00
imported, dms.....gal. 5.35 - 5.50
foots, dms.....lb. .17 - .17½
sulphonated, 50% (40% fat), dms., c.l..lb. No prices
l.c.l.....lb. No prices
75% (63% fat), dms., c.l..lb. No prices
l.c.l.....lb. No prices
80% (68% fat), dms., c.l..lb. No prices
l.c.l.....lb. No prices
Orange, sweet, dist., cs.....lb. 1.60 - —
expressed, Calif., cns.....lb. 3.00 - —
Argentine, 10-kilo cns....lb. 3.00 - 3.25
Brazilian, cns.....lb. 2.85 - 3.10
Florida, cns.....lb. 2.85 - 2.90
Messina, USP, coppers...lb. 8.00 Nom.
West Indies, cns.....lb. 4.75 - 6.00
terpeneless.....lb.35.00 -175.00
Origanum, cs.....lb. 2.85 - 2.90
Palm, Niger, dms.....lb. .09 - —
Sumatra, tanks.....lb. .08 - —
distant, ship't, bulk....lb. .05½- —
Palmarosa, cns.....lb. 3.25 - 3.50
Paraffin, 320° flash, 60-70 vis., tanks, G. 3..gal. .05¼- —
350° flash, 70-80 vis., tanks, G. 3..gal. .05½- —
80-85 vis., bbls., extra, Ind. refy..gal. .12 - —
100-105 vis., bbls., extra, Ind., refy..gal. .14 - —
300° flash, 100-110 vis., tanks, G. 3..gal. .05¾- —
Patchouli, bots., cns.....lb. 5.25 - 6.25
Peanut, crude, tanks, mill...lb. .12 - .12¼
refd., edible, bbls.....lb. .15¾- .16
Pennyroyal, dom., cns.....lb. 2.50 - 2.65
import, cns.....lb. 2.40 - 2.50
Peppermint, natural, cns., dms. lb. 4.25 - 4.40
redist., USP, cns., dms....lb. 4.50 - 4.65
Perilla, dms.....lb. .22½- .23
tanks.....lb. .21½- —
Petitgrain, Paraguay, cns....lb. 1.70 - 1.75
dms.....lb. 1.65 - 1.70
Pimento berry, cns.....lb. 4.25 - 8.50
leaf, cns.....lb. 2.25 - 2.75
Pine, dest. dist., straw-color, dms., dlvd., E. ports..gal. .65 - —
steam-dist., dms.....gal. .65 Nom.
Pineneedle, Siberian, cns....lb. 2.60 - 2.70
Putty, bbls., E. Segundo, Richmond, Cal..gal. .22½- —
contracts.....gal. .19½- —
Whiting, Ind.....gal. .28 - —
dms., c.l., Boston, Providence, gal. .25 - —
l.c.l., same basis.....gal. .27 - —
tanks, same basis.....gal. .18 - —
Martinez, Cal.....gal. .26 - —
Rapeseed, tax incl., dms....lb. .14¾- —
tax not incl., tanks.....lb. .09 - —
blown, dms.....lb. .17 - .17½
Red, dist., or saponif., dms., dlvd..lb. .12 - .13
tanks, dlvd.....lb. .11¼- —
West coast prices one cent higher.

Oil, rose, synth., bots	lb.	4.00	-60.00
natural, coppers	oz.	28.00	-30.00
Rosemary, Spanish, cns	lb.	1.45	- 1.55
dms.	lb.	1.40	- 1.50
Rosin, 1st rectified, dms	gal.	.48	- —
2d rectified, dms	gal.	.50	- —
3d rectified, dms	gal.	.54	- —
Rue, bots	lb.	7.25	- —
Sage, cns	lb.	2.10	- 2.20
Sandalwood, domestic, distilled, USP, cns	lb.	4.65	- 5.00
Mysore, cns., case lots	lb.	5.40	- 5.50
Sardine, crude, fut., tanks, Pac. Cst.	gal.	.59	- —
refd., alkali, dms	lb.	.1220	- —
kettle-bodied, dms	lb.	.1320	- —
light-pressed, dms	lb.	.1120	- —
tanks	lb.	.1000	- —
Sassafras, artif., cns	lb.	1.20	- 1.30
natural, dom., cns., dms	lb.	1.05	- 1.20
Savin, cns	lb.	No stocks	
Savory, cns	lb.	No stocks	
Seal, tanks	gal.	.72	- —
Shark liver, crude, dms. million vitamin units.		No prices	
Shingle stains, bbls., c.l., works	gal.	.19	- —
l.c.l., works	gal.	.20	- —
tanks, works	gal.	.14	- —
Snakeroot, Canada, cns	lb.	8.50	-10.00
Soybean, dom., crude, dms.	lb.	.11¾-	.12
tanks	lb.	.11	- —
refd., dms.	lb.	.13	- .13¼
tanks	lb.	.12¼-	.12¾
Spearmint, dms.	lb.	2.75	- 2.80
Sperm[3], bleach, 38°, dms.	lb.	.1270	- —
45°, dms.	lb.	.1200	- —
natural, dms.	lb.	.1150	- —
Spruce, cns., dms.	lb.	.93	- 1.15
Sweet, birch, North, cns.	lb.	3.00	- 4.00
South, cns.	lb.	2.25	- 2.50
Tall crude, dms., c.l., works.	ton.	40.00	- —
l.c.l., works	ton.	45.00	-50.00
tanks, works	ton.	30.00	- —
distilled, dms., c.l., dlvd.	lb.	.05½-	.07
l.c.l., dlvd.	lb.	.06½-	.08¼
tanks, dlvd.	lb	.05	- .06¾
refined, dms., c.l., works.	lb.	.04	- —
l.c.l., works	lb.	.04½-	—
tanks, works	lb.	.03¼-	—
Tallow, acidless, bbls.	lb.	.13	- —
tanks	lb.	.12½-	—
Tansy, cns.	lb.	3.55	- 4.25
Tar, pine, com'l, dms., c.l., dlvd E. cities	gal.	.28	- —
E. ports, c.l.	gal.	.27½-	—
l.c.l.	gal.	.31	- —
tanks, dlvd. E. cities	gal.	.21	- —
rectfd., USP, bbls., l.c.l., dlvd. E. ports	gal.	.55	- —
Tar acid (see T).			
Teaseed, crude, dms.	lb.	.28	- —
refined, dms.	lb.	.30	- —
Tea tree (see Oil, Ti tree).			
Thyme, NF, red, cns.	lb.	1.85	- 2.20
white, cns.	lb.	1.95	- 2.35
Tung (see Oil, Chinawood).			
Ti tree, cns.	lb.	2.50	- 2.65
Turkey red (see castor, sulphonated).			
Turpentine (see T).			
Turtle, cns.	gal.	8.50	- —
Vetiver, Java, bots.	lb.	18.00	-19.00
Whale, ref., natural, dms.	lb.	.1070-	—
winter, bleach, dms.	lb.	.1110-	—
Wheat germ, dms., cont., dlvd., 100 gal.	gal.	10.00	- —
dms., 50 gal.	gal.	11.50	- —
dms., 25 gal.	gal.	12.50	- —
dms., 10 gal.	gal.	13.50	- —
dms., 5 gal.	gal.	14.00	- —
cns., 1 gal.	gal.	15.00	- —
White, mineral, dom., tech., 50-60 vis., dms.	gal.	.41	- .49
65-75 vis., dms.	gal.	.42	- .50
80-90 vis., dms.	gal.	.43	- .52
USP, 80-90 vis., dms.	gal.	.45	- .54
95-105 vis., dms.	gal.	.50½-	.59½
125-135 vis., dms.	gal.	.56	- .63
140-150 vis., dms.	gal.	.58	- .69
175-185 vis., dms.	gal.	.61½-	.70½
200-210 vis., dms.	gal.	.64½-	.73½
320-330 vis., dms.	gal.	.72	- .81
335-345 vis., dms.	gal.	.73	- .82
Russian, 80-90 vis., dms.	gal.	No prices	
145-155 vis. dms.	gal.	No prices	
175-185 vis. dms.	gal.	No prices	
335-345 vis. dms.	gal.	No prices	
Wintergreen, natural, North, cns.	lb.	4.75	- 6.00
South, cns	lb.	3.50	- 3.85
synth (see Methyl salicylate).			
Wood (see Oil, chinawood).			
Wormseed, cns.	lb.	2.50	- 4.00
Wormwood, cns.	lb.	4.50	- 5.00
Ylang-ylang, Bourb., bots., cns.	lb.	20.00	-24.00
Manila, bots.	lb.	35.00	-40.00
Olivine, aggregate c.l. mines,	ton.	7.00	-11.00
Lumps, same basis	ton.	7.00	- —
Spalls, same basis	ton.	5.00	- —
crushed, 8 mesh, bulk, c.l., works	ton.	8.00	- —
paper bags, c.l., wks.	ton.	9.50	- —
ground, 325 mesh, c.l., mines	ton.	20.00	- —
200 mesh, c.l., mines	ton.	17.00	- —
100 mesh, c.l., mines	ton.	15.00	- —
20 mesh to dust	ton.	12.00	- —
Opium gum, USP, 50-lb. lots, cns.	lb.	11.50	- —
25-lb. lots, cns.	lb.	11.75	- —
5-lb. lots, cns.	lb.	12.00	- —
1-lb. lots, cns.	lb.	12.15	- —
Prices on powd. and gran. USP opium are $1 per pound higher			
Orange, Lake, Persian, bbls.	lb.	.30	- .45
Mineral, Amer., bbls., 5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. of Cascade Mts. in Ore. and Wash.	lb.	.11½-	—
Mineral, Amer., bbls., 5 tons, dlvd., Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore., Wash., Colo., Mont., N. M., Wyo.	lb.	.11½-	—
5 bbls., dlvd., other points,	lb.	.11¼-	—
smaller lots, dlvd., Ala., etc.	lb.	.12	- —
Ariz., etc.	lb.	.12½-	—
Colo., Mont., N. M., Wyo.	lb.	.12¼-	—
Other points	lb.	.11¾-	—
French, Tours, casks, ex dock,	lb.	No prices	
kgs., ex dock	lb.	No prices	
Molybdate, bbls.	lb.	.31	- —
Toner, bbls.	lb.	.30	- —
Orangeflower petals, cs.	lb.	.45	- .50
Orange peel, bitter, bls.	lb.	.32	- .33
sweet, bls.	lb.	.11	- .17
Haitain, bgs.	lb.	.10	- .12
Orris root, Florentine, bgs.	lb.	2.25	Nom.
fingers, cs.	lb.	No stocks	
powd., bbls., bxs.	lb.	2.50	Nom.
Verona, bls.	lb.	2.00	Nom.
powd., bgs., cns.	lb.	2.25	Nom.

Orthoamylphenol, l.c.l., dms., works	lb.	.35	- —
Orthoanisidin, bbls.	lb.	.70	- —
Orthochloraniline, dms.	lb.	.60	- .70
orthochlorophenol, dms.	lb.	.32	- —
Orthocresol, dms., c.l., works	lb.	.17	- .17½
l.c.l., same basis	lb.	.17½-	.18
Orthodichlorobenzene, dms., c.l., works, frt. alld. E. of Rockies	lb.	.06	- .07
l.c.l., same basis	lb	.07	- .08
100-lb. tins, same basis	lb.	.08	- .09
50-lb. tins, same basis	lb.	.09	- .10
tanks, same basis	lb.	.06½-	.06½
Orthodichlorobenzene prices west of Rockies 1c. per lb. higher.			
Orthonitroaniln, dms.	lb.	.60	
Orthonitrochlorobenzene dms.	lb.	.15	- .19
Orthonitroparachlorophenol, cns.	lb.	.75	- —
Orthonitrotoluene, dms.	lb.	.09	- —
Orthophenetidin, dms.	lb	.80	- —
Orthotoluidin, dms.	lb.	.19	- —
Osage orange, crystals, bgs.	lb.	.23	- —
extract, bbls., No. 1	lb.	.11	- —
No. 2	lb.	.10	- —
Oxyquinolin sulphate, cns., 100-lbs., works	lb.	2.50	- —
bots., cns., 1-50 lbs.	lb.	3.75	- 4.15

P

Papain, powd., cs.	lb.	3.00	- 3.25
Paprika, Algerian, bgs.	lb.	.32½-	.33
Bulgarian, bgs.	lb.	.26	- .29
Portuguese, extra fancy, bgs.	lb.	.35½-	.36
good, bgs.	lb.	.30	- .31
Spanish, extra fancy, cs.	lb.	.40½-	.41
medium, cs.	lb.	.35	- .36
Parachlorophenol, dms.	lb.	.32	- —
Paracymene, refd., dms.	gal.	.75	- 1.25
Paradichlorobenzene, dms., c.l., lb.	lb.	.11	- .12
l.c.l.	lb.	.12½-	.13½
Paraffin, crude, scale, white, 122-124 A.m.p., bgs., c.l., Okla. refy.	lb.	.06¼	Nom
bbls., c.l., N. Y.	lb.	.06¼	Nom.
124-126 A.m.p., bgs., c.l., Okla., refy.	lb.	.06¼	Nom.
bbls., c.l., N.Y.	lb.	.06¼	Nom.
yellow, 124-126 A.m.p., bbls., c.l., N.Y.	lb.	.06	Nom.
fully refd., 123-125 A.m.p., bgs., c.l.	lb.	.06	Nom.
125-127 A.m.p., bgs., c.l.	lb.	.06	Nom.
128-130 A.m.p., bgs., c.l.	lb.	.06	Nom.
131-133 A.m.p., bgs., c.l.	lb.	.06¼	Nom.
133-135 A.m.p., bgs., c.l.	lb.	.0655	Nom.
135-137 A.m.p., bgs., c.l.	lb.	.0680	Nom.
138-140 A.m.p., bgs., c.l.	lb.	.0755	Nom.
143-145 A.m.p., bgs., c.l.	lb.	No prices	
151-153 A.m.p., bgs., c.l.	lb.	No prices	

Refined paraffin, loose, is 40 points below the above in each case. Prices are for contract delivery.

match, A.m.p., up to and incl. 110-112 bbls., c.l.	lb.	.03½-	—
Semi-refd., solid, 122-124 A.m.p., bgs.	lb.	.06	Nom

Oil, Rose—Pentaerythritol

Paraformaldehyde,[3],[5],[6] dms., 1,000 lbs. or more, shipments, f.o.b. Perth Amboy, Philadelphia, or N.Y.C.	lb.	.23	- —
100 to 900 lbs., shipments, same basis	lb.	.24	- —
Paraldehyde, tech., 98%, 55 and 110-gal. dms., l.c.l., works	lb.	.12	- —
5 and 10-gal. dms., works	lb.	.15	- —
USP, cs., cbys.	lb.	.37	- .45
Paranitrophenol, kgs.	lb.	.35	- —
Paranisidine, dms.	lb.	.75	- —
Paranitroaniln, kgs., works	lb.	.45	- —
Paranitrochlorobenzene, kgs.	lb.	.15	- —
Paranitrotoluene, kgs.	lb.	.30	- —
Paraphenylenediamine, bbls.	lb.	1.25	- 1.30
Paratoluenesulphonamide, bbls.	lb.	.70	- —
Paratoluidin, bbls.	lb.	.45	- —
Pareira brava root, bls.	lb.	.20	- .21
Paris green, dealer, dms., kegs, c.l., f.o.b. wks., frt. alld.	lb.	.24	- .26
l.c.l., same basis	lb.	.25	- .27
Passion flower, herb, bls.	lb.	.06	- .07
Patchouli leaves, bls.	lb.	.28	- .30
Pellitory root, bls.	lb.	.30	- .32
Pennyroyal leaves, bls.	lb.	.15	- .16
Pentachlorophenol, dms., works	lb.	.20	- .25
Pentaerythritol, C.P., bbls., dlvd.	lb.	.75	- —
less than barrel lot	lb.	1.00	- —
tech., bbls., dlvd.	lb.	.33½-	.35½
less than barrel lots	lb.	.40	- —

Worth Thinking About

THE 8 AROMATIC CHEMICALS THAT HAVE Made Their Mark IN THE SOAP INDUSTRY

CYCLAMAL
The accepted basis for floral perfume

AROSOL
The universal fixative

CITRONAL
The fresh and pure lemon note

FLORANOL
Particularly suited for rose and lavender

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PHENYL ACETALDEHYDE DIMETHYL ACETAL

IONONE COMPLETE

IONONE METHYL

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1019 ELLIOTT STREET, W., WINDSOR, ONT.

Pentaerythritol—Pot. Caustic

Pentaerythritol tetra acetate, bbls., dlvd..lb. 1.00 - —
less than barrel lot.....lb. 1.50 - —
Pentanes, 28°-38° C., industrial grade, dms., c.l., G.S., gal. .11 - —
l.c.l., G.S.....gal. .19 - —
tanks, G.S.....gal. .08½- —
laboratory grade, dms., c.l., ...
Pepper, black, Alleppy, bags...lb. .08¾- .09¼
Lampong, bgs.....lb. .06 - .06½
Tellicherry, bags.....lb. .08½- .09
white, Java, Muntok, bags...lb. .10 - .10½
Singapore, Muntok, bgs....lb. .09½- .10
Muntok, small berry, bgs..lb. .09¼- .09¾
red, chillies, Japan, Hontaka.lb. .27 - .27½
Mombasa, bgs.....lb. .22½- .23
Sierre Leone, bgs.....lb. .24 - .24½
Peppermint leaves, dom., bls..lb. .65 - .70
import, bls.....lb. 1.25 Nom.
Perchlorethylene, dms., c.l., works, frt. alld., zone 1..lb. .08 - —
l.c.l., same basis.....lb. .08½- —
Zone 2, dms., c.l., works, frt. alld..lb. .08½- —
l.c.l., same basis.....lb. .09 - —
Zone 3, dms., c.l., works, frt. alld..lb. .09 - —
l.c.l., same basis.....lb. .09½- —

Perchlorethylene, Zone 4, dms., c.l., f.o.b. stock points, lb. .09 - —
l.c.l., same basis.....lb. .09½- —

All prices on perchlorethylene are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. L. A., Cal.; S. F., Cal.; Portland, Ore., and Seattle, Wash. Zone 1 includes the following states:—Conn., Md., N. Y., Va., Ky., Me., N. J., Vt., W. Va., Mo., N. H., Tenn., Ind., Ia., Pa., R. I., Ill., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb.; Kansas City, Kansas. Zone 2 includes Ala., Kan., except Kansas City; N. D., Ga., Neb., except Omaha; S. D., Miss., Ark., S. C., La., Okla., and Fla. Zone 3 includes Colo., N. M., Wyo., Texas and Eastern Montana. Zone 4 includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Ca.

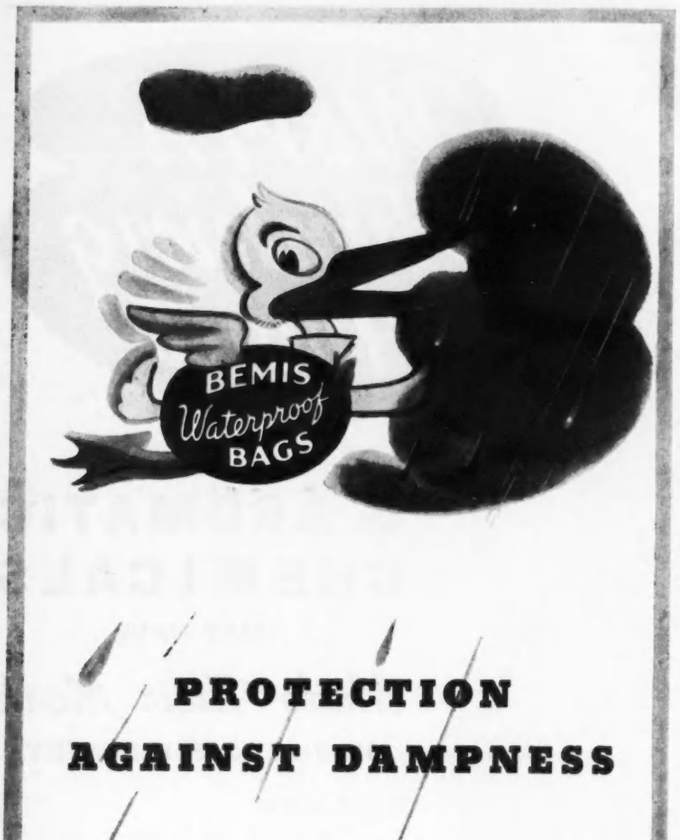
Peru, balsam, dms.....lb. 1.35 - 1.40
Petrolatum, amber, dms.....lb .03½- —
l.c.l. .....lb. .04½- —
amber, extra, dms.....lb. .03¾- —
l.c.l. .....lb. .04¾- —
white, cream, dms., c.l.....lb. .05 - —
l.c.l. .....lb. .06½- —
lily, dms., c.l.....lb. .05¾- —
l.c.l. .....lb. .07¼- —
snow, dms., c.l.....lb. .06½- —
l.c.l. .....lb. .08 - —

Petroleum, crude, bulk, at wells:—
California .....bbl. .43 - 1.41
Canada .....bbl. .... - ....
Central West:—
Illinois .....bbl. 1.37 - —
Ohio .....bbl. 1.05 - 1.10
Michigan .....bbl. 1.17 - 1.44
Indiana .....bbl. 1.22 - —
East Texas.....bbl. 1.25 - —
Gulf Coast.....bbl. 1.06 - 1.46
Kentucky, Tennessee.....bbl. 1.23 - 1.48
Louisiana, Arkansas.....bbl. .94 - 1.36
Mexico .....bbl. No prices
Midcontinent (Oklahoma, Kansas, North Texas).....bbl. .75 - 1.26
Pennsylvania, Ohio, West Virginia:—
Bradford, Allegany....bbl. 2.75 - —
Corning .....bbl. 1.31 - —
N. Y. Transit lines....bbl. 2.75 - —
Eureka lines.....bbl. 2.24 - —
S. W. Penn lines.....bbl. 2.40 - —
Lower district in National Transit lines..bbl. 2.63 - 2.65
Rocky Mountains.....bbl. .90 - 1.20
South Central and Southwestern Texas..bbl. 1.03 - 1.50
Texas Panhandle, W. Texas and N. Mexico.....bbl. .70 - 1.27
Ether, laboratory grade, 30-60°C, c.l..gal. .16 - —
l.c.l. .....gal. .27 - —
10 gals.....gal. .55 - —
35-60°C., l.c.l.....gal .27 - —
10 gals.....gal. .55 - —
40-75°C., c.l.....gal. .16 - —
l.c.l. .....gal. .27 - —
10 gals.....gal. .55 - —

Petroleum ether prices are spot quotations, f.o.b. Group 3, for material packed in drums.

Petroleum, lacquer, diluent, at refinery:—
California, 100 l.b.n., 200 e.p., tanks, dlvd., Los Angeles..gal. .11 - —
San Francisco..gal. .11½- —
Willbridge, Ore., Port Wells, Wash..gal. .12 - —
East Coast, N. Y., tanks, gal. .11 - —
N. J., tanks.....gal. .11 - —
Group 3, toluol type, tanks, gal. .07¾- .08¼
Benzol type, tanks..gal. .07¾- .08¼
Mineral spirits at refinery, California (f.o.b. San Francisco), 166-252 b.r., tanks, gal. .10½- —
198-290 b.r., tanks...gal. .10½- —
246-397 b.r., tanks...gal. .10½- —
312-408 b.r., tanks...gal. .09 - —
362-458 b.r., tanks...gal. .09 - —
East Coast, N. Y., tanks, gal. .09½- —
N. J., tanks.....gal. .09½- —
Group 3, tanks.....gal. .06½- —
Gulf Coast, tanks.....gal. .06½- —
tankwagon:—
Albany .....gal. .13½- —
Baltimore (100 gals.)..gal. .14 - —
25-99 gals.....gal. .1[illegible] - —
Boston .....gal. .11½- —
Bound Brook, North Amboy, N. J..gal. .13½- —
Bridgeport, Conn.....gal. .11¾- —
Buffalo .....gal. .15½- —
Camden, N. J.....gal. .10 - 11¾
Chicago .....gal. .1670- —
Decatur .....gal. .1810- —
Des Moines.....gal. .1790- —
Evansville, Ind.....gal. .1420- .1530
Milwaukee .....gal. .1930- —
Minneapolis-St. Paul gal .19¼- —
Newark .....gal. .09½- —
New York (200 gal.)..gal. .10½- —
Omaha .....gal. .12½- —
Pittsburgh .....gal. .11½- .13¼
Providence .....gal. .12 - —
Rochester .....gal. .12½- —
St. Louis.....gal. .1470- —
Syracuse .....gal. .10½- —
Trenton .....gal. .10½- —
Wilmington, Del.....gal. .12¼- —
Naphtha, cleaners, at refinery:—
California (f.o.b. San Francisco), tanks..gal. .12 - —
East Coast, N. Y., tanks, gal. .10½- —
N. J., tanks.....gal. .10½- —
Group 3, tanks.....gal. .07½- —
Gulf Coast (f.o.b. New Orleans), tanks..gal. .06¾- —
tankwagon, Boston, ex tax, gal. .12½- —
Bridgeport .....gal. .13½- —
Chicago, inc. 4c. tax...gal. .18 - —
Decatur, inc. 4c. tax...gal. .1910- —
Des Moines, inc. 4c. tax, gal. .1890- —
Evansville, inc. ex tax.gal. .13 - .16
Milwaukee, inc. 5c. tax.gal. .2030- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .20½- —
Newark, ex tax.....gal. .10½- —
New York, ex tax....gal. .11½- —
Omaha, ex tax.....gal. .1490- .1590
Oklahoma City, ex tax.gal. .16½- —
Philadelphia, ex tax...gal. .12 - —
St. Louis, inc. 1c. tax.gal. .15½- —
Syracuse, 150 gals.....gal. .14½- —
smaller lots, galv. drums, gal. .10 - —
high-solvency, aromatic, No. 1, over 70% arom., tanks, f.o.b. Bayway..gal. .21½- —
No. 2, over 90% arom., same basis..gal. .21½- —
3, same basis.....gal. .22¼- —
9, tanks, f.o.b. Wilmington, Cal..gal. .14 - —
20, same basis.....gal. .13½- —
40, same basis.....gal. .13½- —
V.M.& P., at refinery:—
California, 46.5, 254 l.b.p., 380 e.p., tanks, f.o.b. El Segundo..gal. .11 - —
Richmond .....gal. .11½- —
Willbridge, Ore., Pt. Wells, Wash..gal. .12 - —
54-57, 190 l.b.p., 310 e.p., tanks, dlvd. Los Angeles..gal. .10 - —
San Francisco....gal. .10½- —
Portland, Seattle..gal. .11 - —
East Coast, N. Y., tanks, gal. .10½- —
N. J., tanks.....gal. .10½- —
Group 3, tanks.....gal. .07½- —
Gulf Coast (dlvd. New Orleans), tanks..gal. .06½- —
tankwagon, Boston, ex tax, gal. .12½- —
Chicago, inc. 4c. tax..gal. .17 - —
Des Moines, inc. 4c. tax, gal. .1890- —
Decatur, inc. 4c. tax...gal. .1910- —
Evansville, Inc., ex tax, gal. .1520- .1630
Milwaukee, inc. 5c. tax.gal. .2030- —

Petroleum, naphtha, V.M.&P., tankwagon, Minneapolis-St. Paul, inc. 5c. tax, gal. .20 - —
Newark, ex tax.....gal. .11¼- —
New York, ex tax...gal. .10½- —
Omaha, ex tax.....gal. .1490-.1590
Philadelphia, ex tax...gal. .13 - —
St. Louis, inc. 1c. tax..gal. .1570- —
Solvent, rubber, at rennery, California (f.o.b. San Francisco), gal. .24 - —
East Coast, N. Y., tanks, gal. .10½- —
N. J., tanks.....gal. .10½- —
Group 3, tanks.....gal. .07½- —
Stoddard (CS 8-33), at refinery:—
California (f.o.b. San Francisco), tanks..gal. .11 - —
East Coast, N. Y., tanks, gal. .09½- —
N. J., tanks.....gal. .09½- —
Group 3, tanks.....gal. .06¾- —
Tankwagon, Boston, ex tax, gal. .11½- —
Chicago, inc. 4c. tax..gal. .1640- —
Decatur, inc. 4c. tax..gal. .1860- —
Des Moines, inc. 4c. tax, gal. .1840- —
Evansville, Ind., ex tax, gal. .14 - .15
Milwaukee, inc. 5c. tax.., gal. .1980- —
Minneapolis-St. Paul, inc. 5c. tax..gal. .1820- —
Newark, ex tax.....gal. .09½- —
New Orleans, ex tax..gal. .11 - —
New York, ex tax....gal. .10½- —
Omaha .....gal. .1360-.1450
Philadelphia, ex tax...gal. .13 - —
St. Louis, inc. 1c. tax..gal. .1340- —
Tulsa, ex tax.....gal. .10½- .11½
Phenobarbital, 5-lb. bots.....lb. 4.35 - —
bots. or cns., 100 lbs., spot or contract..lb. 4.00 - —
25-lb. cns.....lb. 4.25 - —
Phenol,[2] USP, dms., c.l., works, frt. equald..lb. .12½- .13
l.c.l., same basis.....lb. .13½- .13¾
under 1,000 lbs.....lb. .14½- .14¾
tanks, works.....lb. .11½- .12
Phenolphthalein, USP, bbls., dms., 2,000-lb. lots..lb. .85 - —
bbls., dms., kegs, 100-250 lbs., lb .87 - .89
yellow, fib. dms., 2,000-lb. lots, lb. .80 - —
100-lb. fib. dms.....lb. .82 - —
25-lb. dms.....lb. .87 - —
50-lb. kgs.....lb. .84 - —
Phenyl chloride, dms.....lb. 17 - —
Phenylacetaldehyde, bots.....lb. 5.00 - 6.00
dimethylacetate, cns.....lb.14.50 -15.00
Phenyl ethyl acetate, cns.....lb. 2.90 - 3.50
Phenylethylphenyl acetate, bots, lb. 8.00 -15.00
Phenylhydrazine, base, CP, bots, lb. 4.55 - -
hydrochloride, CP, bots., works lb. 7.10 - —
commercial, kgs., works.....lb. 1.75 - —
Phlorogiucinol, CP, tins, wks..lb.20.00 -22.00
tech., tins, works.....lb.15.00 -16.50
Phosphate rock, Fla., high-grade, hard, 76% min..long ton. 5.00 - —
land-pebble, 68% min.long ton. 2.00 - —
70% min.....long ton. 2.30 - 2.40
72% min.....long ton. 2.75 - 3.00
74% min.....long ton. 4.00 - —
Tenn., 72% min.....long ton. 5.00 - —
75% min.....long ton. 6.00 - —
Phosphate rock prices are for shipment in bulk, f.o.b. mines.
Phosphorus, red, cs.....lb. .40 - .44
yellow, dms.....lb. .18 - .20
cases .....lb. .23 - .25
Oxychloride,[3] cyls.....lb. .15 - .18
Pentoxide, dms., c.l., works..lb. .11 - .12
l.c.l. dms., works.....lb. .13 - .14
Sesquisulphide, cs.....lb. .38 - .42
Trichloride, cyls.....lb. .15 - .16
Phthalamide, bbls., works, ton..lb. .35 - —
single, bbls., works.... ..lb. .40 - —
kgs., works.....lb. .45 - .50
Phthalic anhydride,[4] bbls., c.l., works, frt. all. E. of Miss. R..lb. .14½- —
l.c.l., same basis.....lb. .15½- —
Pichi leaves, bgs.....lb. .08 - .09
Pilocarpine hydrochloride, bots., vls..oz. 3.25 - 3.75
Nitrate, bots., vls.....oz. 3.25 - 3.75
Pimento, Jamaica, bgs.....lb. .18 - .18½
Mexican (see Allspice, Mexican).
Pinkroot, bls.....lb. .42 - .45
Pitch, burgundy (see B).
Coaltar, 160° m.p., bbls., c.l., works..ton.19.00 - —
l.c.l. .....ton.22.00 - —
hardwood, 1-time dms., c.l., dlvd. Akron..ton.23.75 -24.00
Linseed, dms.....lb. .05 - .05½
Petroleum (see Asphaltum, Mexican, Texas).
Pitch, pine, bbls.....bbl. 6.75 - 7.00
Plaster of Paris (see Gypsum).
Pleurisy root, Southern, bls....lb. .12 - .13
Podophyllin, dms., 100-lb. lots, dlvd. E. of Miss..lb. 7.65 - —
Poke root, bls.....lb. .09 - .10
Polyamyl naphthalene, l.c.l., dms., works..lb. .25 - —
Pomegranate bark, bgs.....lb. .49 - .50
Root bark, bgs.....lb. .60 - .65
Poppy flowers, red, bls.....lb. 70 - .75
Seed, Dutch, bgs.....lb. .46 - .48
Indian, white, bgs.....lb. .08½- .09
Turkish, bgs.....lb. .34¾- .35¼
Potash abietate.....lb. .26 - —
Acetate, USP, bbls., 250 lbs..lb. .28 - —
cns., 25 lbs.....lb. .31 - .44
Arsenite, USP, solut., 100-lb. lots, cbys., demijs..lb. .13 - .15
Bicarbonate, USP, cryst., bbls., 300 lbs. .14 - —
gran., bbls., 250 lbs.....lb. .14 - —
Bichromate,[5,6] spots, c.l., works..lb. .09¾- —
6 casks or 10 bbls., or over, works..lb. .09¾- —
5 casks or 9 bbls., or less, works..lb. .10 - —
Bromide, USP, gran., bbls., 500 lbs..lb. .27 - .31
kgs., 100 lbs.....lb. .28 - .32
Carbonate, calc., dms., c.l., works..lb. .06½- —
l.c.l., same basis.....lb. .06¾- —
hydrated, 83-85%, bbls., c.l., works..lb. .05½- —
l.c.l., same basis.....lb. .05¾- —
liquid, dms., c.l., works, frt. alld..lb. .03 - —
l.c.l., dms., same basis..lb. .03¼- —
tanks, same basis.....lb. .02¾- —
USP, gran., bbls., 325 lbs. lb. .14 - .16
powd., bbls., 325 lbs.....lb. .19 - —
kgs., 100 lbs.....lb. .21 - —
Caustic, flake, 88-92%, dom., c.l., works..lb. .07 - —
l.c.l., works.....lb. .07¼- —
liquid, 45% basis, dms.....lb. .03¼- .03½
tanks .....lb. .02¾- —



PROTECTION AGAINST DAMPNESS

Products that may be damaged by the absorption of moisture find protection in Bemis Waterproof Bags. There have been instances when products in these superior shipping containers have gone through floods undamaged.

In addition to keeping dampness out, Bemis Waterproof Bags can be made to keep moisture in—retain desirable aromas and repel objectionable odors—shut out dust and dirt—resist acids and grease. And because of their strength and toughness, Bemis Waterproof Bags provide extra protection against rough handling.

WATERPROOF DEPARTMENT
BEMIS BRO. BAG CO.
ST. LOUIS, MO. • BROOKLYN, N. Y.

Potash, caustic, solid, 88-92%, dom., dms., c.l., works, lb. .06½- —
l.c.l. .....lb. .06½- .06¾
Chlorate,[3] cryst., kgs.....lb. .11 Nom.
pwd., kgs.....lb. .09¾- .10
Chloride, tech., 98%, cryst., bgs., kgs..lb. .08 Nom.
Chromate,[3,5] kgs.....lb. .24 - .27
Citrate, USP, gran., 250-lb. bbls., lbs..lb. .33½- —
100-lb. dms.....lb. .34½- —
50-lb. dms.....lb. .35½- —
25-lb. dms.....lb. .37½- —
powd., 3c. per lb. higher.
Cyanide, dom., dms., works..lb. .55 - —
Cyanide, gold, 41% gold, bots., works..oz. 14.20 -14.95
Glycerophosphate, 75%, sol., dms., 1,000-lb. lots..lb. 1.50 - —
100-lb. lots.....lb. 1.60 - —
50-lb. lots, cbys. or cns..lb. 1.65 - —
25-lb. lots, cns.....lb. 1.75 - —
Guaiacolsulphonate, fib, dms., 100-lb. lots..lb. 1.75 - —
25 lbs. to 50 lbs.....lb. 1.80 - 1.85
Hydroxide, USP, sticks, cns., 100 lbs. to 1,000 lbs..lb. .32 - .34
Hypophosphite, cns., 100 lbs..lb. .72 - —
25 to 50 lbs.....lb. .75 - —
Iodate, bots., 5 lbs.....lb. 3.46 - —
cns., 25 lbs.....lb. 3.35 - —
Iodide, bots or cns.....lb. 1.44 - 1.48
dms. .....lb. 1.35 - 1.38
Kainit, 20%, K_2O, bulk, ex vessel, Atlantic or Gulf ports .ton. No prices
Manure salt, dom., run-of-mine grade, bulk, ex vessel, ports..unit-ton. .60 - —
f.o.b. Carlsbad, N.M.unit-ton. .20 - .21
import, 30%, K_2O, bulk, ex vessel, Atlantic or Gulf ports..ton. No prices
Metabisulphite, kgs.....lb. .18 - .20
Muriate, dom., min. 50% K_2O, bulk, ex vessel, ports.. unit-ton. .56 - .58
min. 60% K_2O, same basis.. unit-ton. .53½- —
import, min. 50% or 60% K_2O, bulk, ex vessel, Atlantic or Gulf ports..unit-ton. No prices
Domestic muriate of potash prices, basis f.o.b. Carlsbad, N. M., are 11.2c. per unit of K_2O less than the ex vessel price named above.
Oxalate, pure, cryst., kgs....lb. .40 - .42
tech., bbls., dms.....lb. .28 - .30
Nitrate, crude, bgs., c.i.f. ports. ton. No prices
Perchlorate,[3] kgs., wks.....lb. .09½- .11
Permanganate,[3] tech., dms., works..lb. .19¾- .20¼
USP, dms., wks.....lb. .20½- .21
Prussiate, red, bbls.....lb. No prices
Yellow, spot, bbls.....lb. .17 - .19
Ricinoleate, tech., bbls.....lb. .13 - —
Silicate alkaline, lumps, bgs., lb. .07 - —
Sulphate, NF, powd., 550 lbs., bbls..lb. .15 Nom.
100-lb. kgs.....lb. .17 - —
Prices on granular 4c. higher.
tech., dom., bulk basis, 90%, K_2SO_4, ex vessel, ports.ton. 36.25 - —
imp., min., 90%, bgs., ex vessel, Atl. or Gulf ports..ton. No prices
Xanthate, dms., c.l.....lb. .12 - —
Sulphocyanide, C.P., dms....lb. .75 - .85
N.F., dms.....lb. .55 - .65
Potash-magnesia, sulphate, dom., bulk, 40%, K_2SO_4, ex vessel, ports..ton. 26.00 - —
Potash-soda ferricyanide, dms., works..lb. .40 - .43
Potash titanium oxalate, 350-lb. bbls..lb. .45 - —
100-lb. dms.....lb. .50 - —
Prickly ash bark, bls.....lb. .12 - .13
Berries, bgs.....lb. .25 - .26
Prince's pine herb, bls.....lb. .22 - .23
Procaine, hydrochloride, 25-lb. cns., lb. 8.00 - —
5-lb. cans.....lb. 8.25 - 8.50
1-lb. bots.....lb. 8.75 - —
Propane, tanks, Group 3.....gal. .03¾- .04
Psyllium seed (see Fleaseed).
Pulsatilla, bls.....lb. .85 - .90
Pumice, dom., grd., fine, 4F, 3F, 2F, F. O. bgs., 2,000 lbs. and up..lb. .04 - —
600-1,999 lbs.....lb. .04¼- —
100-599 lbs.....lb. .04¾- —
coarse, O½, ½, 1, 1½, 2, 3, bgs., 2,000 lbs. and up, lb. .04¼- —
600-1,999 lbs.....lb. .04½- —
100-599 lbs.....lb. .05 - —
Pumice, Imp., Italian.....lb. No prices
Pumice stone packed in barrels is ½c. per lb. higher than the above prices.
Pumpkin seed, bgs.....lb. .10 - .11
Purple lake (see Red).
Putty, com'l, dms.....100 lbs. 3.15 - —
linseed oil, raw, dms....100 lbs. 5.00 - —
refined, dms.....100 lbs 5.50 - —
standard, dms.....100 lbs. 4.20 - —
Pyrethrum concentrate, liq. (20 to 1), basis 2 grams pyrethrins per 100 cc., dms., dlvd..gal. 4.20 - —
(30 to 1), 3 grams pyrethrins per 100 cc., dms., dlvd..gal. 6.20 - —
Pyrethrum flowers, coarse.. grnd. (g.f.p), 0% pyrethrins, frt. alld., bbls..lb. .19 - .20
fine powd., 0% pyrethrins. frt. alld., bbls..lb. .20 - .21
Pyridin, denaturing, dms.....gal. 1.71 - —
refd., 2°, dms.....lb. .48 - —
Pyrites, Spanish, bulk, c.i.f. Atl. ports..unit-ton. No prices
Pyrocatechin, CP, cryst., works, fib. dms., tins..lb. 2.15 - 2.40
resublimed, fib. dms., tins..lb. 4.60 - —
Pyrophyllite, standard, 200 mesh, c.l., mines..ton. 10.00 - —
325 mesh, same basis.....ton. 13.00 - —
No. 3, 200 mesh, c.l., mines.ton. 8.00 - —
325 mesh, same basis.....ton. 11.00 - —
Pyroxylin scrap amber, cs., works..lb. .12 - —
black, cs., works.....lb. .10 - —
china white, ivory, cs., works, lb. .13 - —
dense, write, cs., works....lb. .10 - —
gray, cs., works.....lb. .08 - —
mixed, mottles, opaques, cs., works..lb. .04 - —
translucent pastels, cs., works, lb. .10 - —
transparent, cs., works.....lb. .20 - —
colors, cs., works.....lb. .12 - —
shavings, amber, cs., works, lb. .16 - —
colors, mixed, cs., works...lb. .10 - —
white, cs., works.....lb. .15 - —

Q

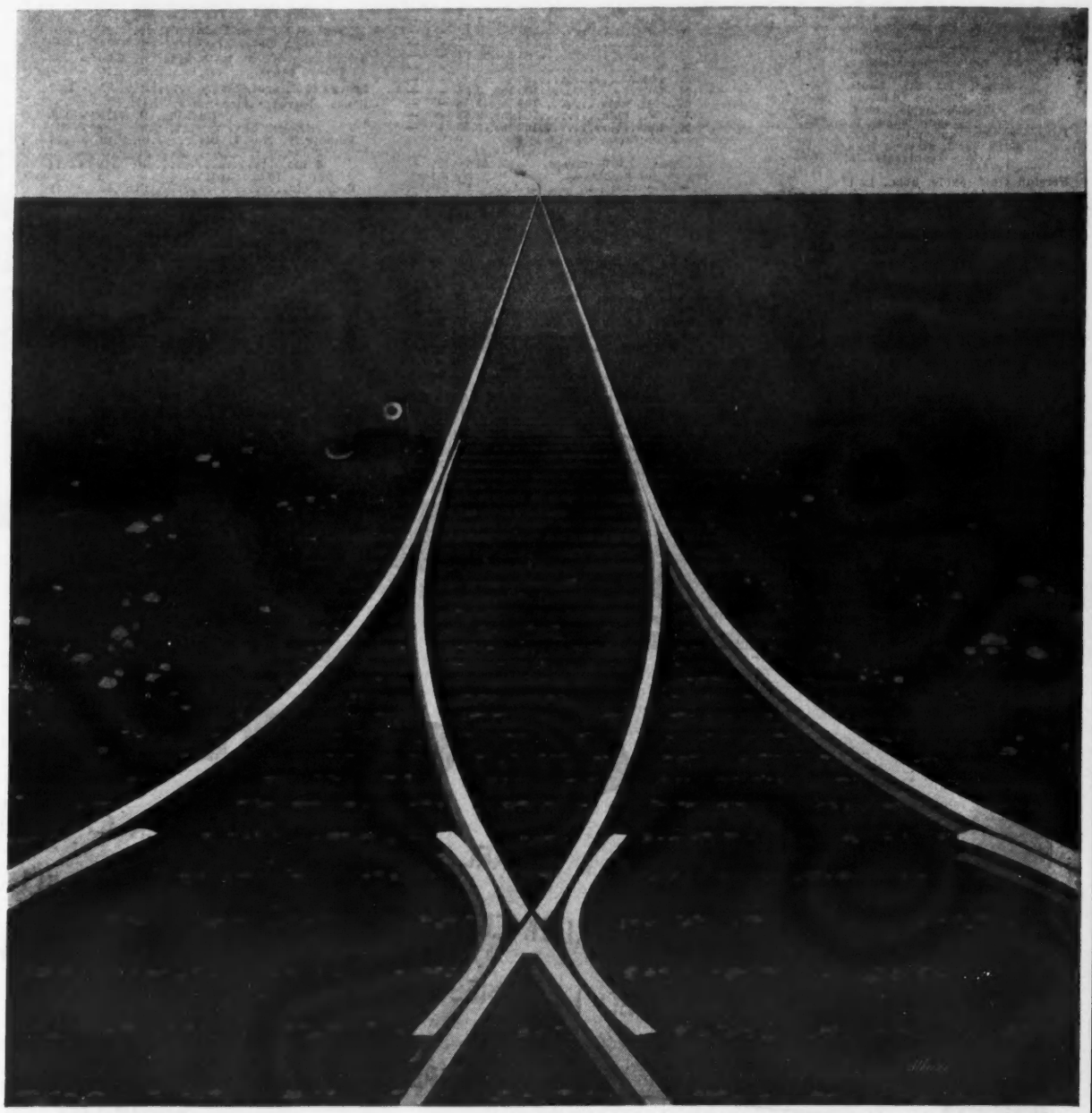
Quassia chips, bls.....lb. .05 - .06
Quebracho extract, liquid, 35% tan, bbls., works..lb. .05¾- —
tanks, works.....lb. .05¼- —
solid, 63%, bgs., c.l., ex dock, plus duty..lb. .04⅞- —
clarified, 64%, bgs., c.l., same basis..lb. .05 - —
pwd., bgs., c.l.....lb. .10½- —
l.c.l., bgs.....lb. .11 - —
Queen of the meadow leaves bgs..lb. .07½- .08
Root, bgs.....lb. .10 - .11
Quercitron, crystals, bgs.....lb. .26 - —
extract, bgs., No. 1.....lb. .10 - —
No. 2.....lb. .09½- —
No. 3.....lb. .09 - —
solid, bxs.....lb. .18½- —
Quicksilver,[2,4,6] dom., flasks (76 lbs. net), dlvd., N.Y..flask. 199.00 -201.00
Quince seed, bgs.....lb. 1.25 - 1.30
Quinidine, N.F.V., cryst., cns.oz. 1.06 - —
powd., precip., cns.....oz. 1.01 - —
Sulphate, cns.....oz. .71 - —
Subject to surcharge of 8½c. per oz; see note under Quinine.
Quinine, 100 ozs., cns.....oz. .84 - —
Acetate, cns.....oz. 1.05 - —
Arsenate, cns.....oz. 1.05 - —
Arsenite, cns.....oz. 1.07 - —
Bisulphate, cns.....oz. .60 - —
Citrate, cns.....oz. .78 - —
Dihydrobromine, bots.....oz. .82 - —
Dihydrochloride, bots.....oz. .82 - —
Ethylcarbonate, cns.....oz. .85 - —
Ferrocyanide, cns.....oz. 1.07 - —
Quinine, formate, cns.....oz. 1.00 - —
Hydrochlorosulphate, cns....oz. .81 - —
Glycerophosphate, cns.....oz. 1.20 - —
Hydrochloride, cns.....oz. .76 - —
Hydriodide, cns.....oz. 1.05 - —
Hypophosphite, cns.....oz. 1.07 - —
Phosphate, cns.....oz. .90 - —
Salicylate, cns.....oz. .79 - —
Sulphate, USP, XI, cns.....oz. .67 - —
Sulphocarbolate, cns.....oz. 1.05 - —
Tannate, cns.....oz. .63 - —
Valerate, cns.....oz. .99 - —
Tartrate, cns.....oz. 1.03 - —
Quinine buyers must pay a surcharge of 8½c. per oz. to cover present war risk insurance, ocean freight rates, and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.
Quinine-urea hydrochloride, cns.oz. .81 - —
Subject to surcharge of 8½c. per oz; see note under Quinine.

R

R salt, dry, bbls.....lb. .53 - —
paste, dms.....lb. .52 - —
Rapeseed, Argentine, bgs.....lb. .07¾- .08¼
Dutch, bgs.....lb. No stocks
Indian, medium, recleaned, bgs., lb. .07½- .08
Japanese, bgs.....lb. No stocks
Raspberries, dried, bls.....lb. .65 - .70

Potash, Caustic—Red, Cadmium

Red, alizarin lake, bbls., dlvd. N. of Tenn. and N. C. E. of Miss. R., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. 1.10 - 1.90
Red, alizarin lake prices are ½c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N.C., S.C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1c. higher dlvd. Pac. Coast for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Cadmium, lithopone, deep shade, bbls., ton lots, works, frt. alld..lb. .95 - —
smaller lots.....lb. 1.00 - —
pkgs., ton lots.....lb. 1.00 - —
smaller lots.....lb. 1.05 - —
light shade, bbls., ton lots.lb. .80 - —
smaller lots.....lb. .85 - —
pkgs., ton lots.....lb. .85 - —
smaller lots.....lb. .90 - —
light-medium shade, bbls., ton lots..lb. .85 - —
smaller lots.....lb. .90 - —
pkgs., ton lots.....lb. .90 - —
smaller lots.....lb. .95 - —
maroon shade, bbls., ton lots, lb. 1.05 - —
smaller lots.....lb. 1.10 - —
pkgs., ton lots.....lb. 1.10 - —
smaller lots.....lb. 1.15 - —
maroon shade, deep, bbls., ton lots..lb. 1.15 - —
smaller lots.....lb. 1.20 - —
pkgs., ton lots.....lb. 1.20 - —
smaller lots.....lb. 1.25 - —



FROM THE ORIGINAL, PAINTED ESPECIALLY FOR NIAGARA ALKALI COMPANY BY JOHN ATHERTON

FROM THE POINT where two branch railroads meet to form a main line the roadbed usually runs in a straighter course, traffic moves faster and in greater volume, and the route leads to larger centers of service. At such a point are the business courses of Niagara Alkali Company and Electro Bleaching Gas Company. Affiliates for many years, they are now united in one organization to give smoother and more thoroughly efficient service to the customers whose requirements they each met so satisfactorily as separate organizations. Compact, strong, closely knit in manufacturing, research and personnel resources, this one company now operates under the name of NIAGARA ALKALI COMPANY.

EBC Niagara ALKALI COMPANY
60 EAST 42nd STREET, NEW YORK, N. Y.
CAUSTIC POTASH · CAUSTIC SODA
PARA · CARBONATE OF POTASH
Liquid Chlorine

Red, Cadmium—Soda, Alumin.

Red, cadmium, lithopone, medium shade, bbls., ton lots..lb. .90 - —
smaller lots.....lb. .95 - —
pkgs., ton lots.....lb. .95 - —
smaller lots.....lb. 1.00 - —

Cadmium, lithopone quotations are at the works, changes prepaid or allowed E. of Rocky Mts.

Selenide, bbls., light, works..lb. 2.85 - —
maroon, works.....lb. 2.90 - —
Carmine, 40, dms., 100 lbs...lb. 4.60 - —
50 lbs.....lb. 4.75 - —
cns., 5 lbs.....lb. 5.25 - —
1 lb.....lb. 5.35 - —
Crocus martis (see Red, purple oxide).
Eosin toner, bbls.....lb. 1.25 - —
Fire toner, bbls.....lb. .85 - —
Indian, pure, bbls., f.o.b. Bethlehem, Easton, E. St. Louis, N. Y..lb. .09¼- —
80-85%, bbls., same basis...lb. .07¾- —
Iron oxide (see Red oxide).
Lacquer maroon, bbls., same basis..lb. 1.25 - —
Lake C toner, bbls., same basis, alizarin, lake, contracts..lb. .90 - —
open order.....lb. .90 - —
Litho toner, bbls., same basis, alizarin, lake, contracts..lb. .60 - —
Rose, lake, bbls.....lb. .25 - .26
Pink, bbls.....lb. .20 - .22
Lithol-rubine toner, bbls., same basis, alizarin lake, contracts..lb. 1.15 - —
Maroon lake, 25%, kgs., same basis, alizarin lake, contracts..lb. .40 - —
Mercury oxide, tech., bbls., 10,000 lbs..lb. 3.09 - —
smaller lots.....lb. 3.11 - —
Metallic, bbls., Pa., works...lb. .02 - —
Orange, Persian (see O).
Oxide, pure, bbls., c.l., wks..lb. .09 - —
reduced, 85% copperas oxide, bbls., l.c.l., f.o.b. Bethlehem, Easton, E. St. Louis, Copley, Ohio..lb. .08¾- —
80% copperas oxide, bbls., same basis..lb. .06¼- —
Para, toner, concent., kgs., same basis, alizarin lake, contracts..lb. .70 - —
open order.....lb .75
Persian Gulf, oxide, bbls., l.c.l. lb. No prices
Phloxin toner (see Red, Eosin-toner)
Phosphotungstic rhodamine, Y, kgs..lb. 4.15 - —
Purple lake, kgs.....lb. .60 - 1.00
Oxide, bbls., f.o.b. Bethlehem, Easton, E. St. Louis..lb. .08¼- —
Toner, kgs.....lb. 1.50 - 2.00
Scarlet ink toner, kgs., same basis alizarin lake..lb. .35 - —
Lake, kgs., same basis alizarin lake..lb. .25 - .30
Spanish oxide, Grade 1, c.l., bbls., f.o.b. N.Y..lb. .04¾- —
l.c.l. .....lb. .04¾- —
Grade 2, c.l., bbls., f.o.b. N.Y..lb. .04½- —
l.c.l. .....lb. .04¾- —
Toluidin toner, kgs., same basis alizarin lake..lb. 1.20 - —
Tuscan, bbls., f.o.b. N.Y., E. St. Louis..lb. .11 - .40
Red, venetian, bbls., works...lb. .0220- —
10%, bbls., works.....lb. .0245- —
15%, bbls., works.....lb. .0265- —
20%, bbls., works.....lb. .02¾- —
25%, bbls., works.....lb. .03 - —
30%, bbls., works.....lb. .03¼- —
35%, bbls., works.....lb. .0360- —
40%, bbls., works.....lb. .04 - —
Vermilion, Amer., bbls., f.o.b. N.Y..lb. .25 - .40
quicksilver, bbls.....lb. 3.20 - 3.25
Red dyes are listed under Dyes.
Red, precipitate, N. F., powd., fib. dms., 50 lbs. or more. lb. 3.26 - —
Red saunders wood, ground, bbls. lb. .35 - —
Resorcinol, tech., 200-lb. dms., frt. alld. E. of Miss..lb. .68 - —
smaller quantities, works..lb. .74 - —
USP, cryst., 100 lbs., dms., frt. alld. E. of Miss..lb. 1.80 - —
Rhatany root, bgs.....lb. .10 - .11
Rhubarb, No. 1, high, dried, cs.lb. .50 - .68
powd., bbls.....lb. .55 - .67
No. 2, cs.....lb. .39 - .40
powd., bbls.....lb. .43 - .44
Riboflavin .....gram. 1.50 - 2.00
Rochelle salt, cryst., bbls., 5,000 lbs., 1 ship't..lb. .43½- —
smaller lots.....lb. .44 - —
powd., bbls., 5,000 lbs., 1 ship't..lb. .42½- —
smaller lots.....lb. .43 - —
Rose flowers, pale, bls.....lb. .42 - .43
red, bls.....lb. 5.00 Nom.
Rosemary, flowers, bls.....lb. .45 - .50
leaves, bls.....lb. .16 - .17
Rosin, gum, B, bbls., ex dock.... 100 lbs. 3.11 - —
D, bbls.....100 lbs. 3.13 - —
E, bbls.....100 lbs. 3.13 - —
F, bbls.....100 lbs. 3.13 - —
G, bbls.....100 lbs. 3.12 - —
H, bbls.....100 lbs. 3.12 - —
I, bbls.....100 lbs. 3.12 - —
K, bbls.....100 lbs. 3.13 - —
M, bbls.....100 lbs. 3.20 - —
N, bbls.....100 lbs. 3.28 - —
W. G., bbls.....100 lbs. 3.43 - —
W. W., bbls.....100 lbs. 3.55 - —
X, bbls.....100 lbs. 3.55 - —
Rottenstone, dom., ngs., c.l., f.o.b mines..ton.25.50 -
l.c.l., f.o.b. mines.....ton.27.50 - —
import, lump, bbls.....lb. No prices
powd., bbls.....lb. No prices
Rue, bls.....lb. .30 - .35

S

Sabadilla seed., powd., bbls....lb. .22 - .23
Saccharin, dms., 100 lbs.....lb. 1.45 -
cns., 25 lbs.....lb. 1.48 - 1.50
Scullcap, Eastern, bls.....lb. .28 - .29
Western, bls.....lb. .14 - .15
Safflower, bls.....lb. .35 - .40
Saffron, Mexican, bls.....lb. .40 - .45
Spanish, tins.....lb. 40.00 -41.00
Safrol, cns.....lb. 1.60 - 1.75
dms.....lb. No prices
Sage, Cyprus, bls.....lb. .80 - .85
Dalmatian, bls.....lb. 1.50 - 1.55
ground, bls.....lb. 1.75 Nom.
Greek, bls.....lb. 1.25 - 1.30
Spanish, bls.....lb. .39 - .40
Sago flour, bgs.....lb. .04½- .05½
Salicin, bots., 5 lbs.....lb. 7.00 - —
cns., 25 lbs.....lb. 6.75 - —
Salol, gran., bbls., 200-lbs....lb. .90 - —
bxs., 25 lbs.....lb. .93 - —
kgs., 100 lbs.....lb. .90 - —
powd., fib. dms., 25 lbs.....lb. 1.03 - —
kgs., 100 lbs.....lb. 1.00 - —
Salt, rock, bgs., dlvd. N.Y..ton.14.20 - —
l.c.l., bgs., dlvd. N.Y...ton.17.00 -18.00
vacuum, common, fine, bgs., c.l., dlvd. N. Y..ton.15.70 - —
l.c.l., dlvd. N. Y.....ton.19.40 -23.20
Saltcake, dom., bulk, works..ton.15.00 - —
import, bulk, c.i.f.....ton.16.00 Nom.
Chrome (see Chrome cake).
Saltpeter, dbl. refined, cryst., 10-20 tons, bbls..100 lbs. 9.10 -10.10
1-9 tons.....100 lbs. 9.25 -10.25
less than ton lots..100 lbs. 9.50 -10.50
gran., bbls., 10-20 tons..... 100 lbs. 8.10 - —
1-9 tons.....100 lbs. 8.25 - —
less than ton lots..100 lbs. 8.50 - —
powd., bbls., 10-20 tons..... 100 lbs. 9.10 - —
1-9 tons.....100 lbs. 9.25 - —
less than ton lots..100 lbs. 9.50 - —
Santonin, cryst., cns.....kilo.175.00 -180.00
Saponin, crude, cns.....lb. 2.25 - 2.50
Purified, cns., 25 lbs.....lb. 3.00 - 3.25
Sarsaparilla root, Honduras, bls., lb. .32 - .33
Mexican, bls.....lb. .19 - .20
Sassafras, bark, ord., bls.....lb. .13 - .14
select, bls.....lb. .20 - .21
Savory, bls.....lb. 1.35 Nom.
Saw palmetto berries, bgs.....lb. .08 - .09
Scammony root, bgs.....lb. .07 - .08
resin, lump, cns.....lb. .85 - —
powd., bxs.....lb. .90 - —
Schaeffer's salt, bgs.....lb. .46 - —
Seidlitz mixture, bbls., 5,000 lbs., 1 shipment..lb. .33¾- —
smaller lots.....lb. .34¼- —
kegs, 5,000 lbs., 1 shipm't..lb. .34½- —
smaller lots.....lb. .34¾- —
Selenium, pwd. A, 10-lb. tins..lb. 2.00 - —
100-lb. cases.....lb. 1.75 - —
Senega root, spot, bls.....lb. .95 - 1.00
Senna leaves, Alexandria, half leaf, bls..lb. .18 - .20
siftings, bgs.....lb. .17 - .19
Tinnevelly, No. 1, bls.....lb. .13 - .14
2 bls.....lb. .11 - .13
3 bls.....lb. .10 - .11
powd., bbls., bxs.....lb. .13 - .14
Pods., bls.....lb. .10 - .11
Serpentaria root, bls.....lb. .60 - .65
Shellac, bleached, bonedry, bbls., f.o.b. N. Y..lb. .37 - .38
dlvd., Boston.....lb. .38 - .39
Chicago .....lb. .38½- .39½
Pacific Coast.....lb. 40½- 41½
rfd., bbls., f.o.b. N. Y....lb. .43 - .44
dlvd., Boston.....lb. .43½- .44½
Chicago .....lb. .44¾- .45⅝
Pacific Coast.....lb. .46⅜- .47⅝
Garnet, bgs.....lb. .30 - .31
D.C., V.S.O., or Diamond 1, cs., lb. .39 - .40
superfine, bgs., f.o.b. Boston, N. Y..lb. .30 - .31
dlvd., Chicago.....lb. .30½- .31⅛
Pacific Coast.....lb. .33 - .34
T.N., bgs., f.o.b. Boston, N.Y. lb. .29 - .30
Pacific Coast.....lb. .32½- .33¼
dlvd., Chicago.....lb. .29½- .30⅛
Shellac, varnish, Metro area, orange, 5-lb. cut, bbls., gal. 1.55 - 1.60
4½-lb. cut, bbls.....gal. 1.50 - 1.55
4-lb. cut, bbls.....gal. 1.45 - 1.50
white, 5-lb. cut, bbls.....gal. 1.70 - 1.75
4½-lb. cut, bbls.....gal. 1.65 - 1.70
4-lb. cut, bbls.....gal. 1.60 - 1.65
Prices, dlvd., Boston or Chicago, 10c. per gal. higher.
Silica, amorph., dry-grd., 95-97%, 325 mesh, bgs., c.l., works..ton.17.00 - —
l.c.l., 2½ tons, works, ton.19.00 - —
smaller lots, works..ton.20.00 - —
wet-grd., 95-97%, 325 mesh, bgs., c.l., works..ton.19.00 - —
l.c.l., 2½ tons, works, ton.21.00 —
smaller lots, works..ton.25.00 - —
400 mesh, bgs., c.l., works, ton.30.00 - —
l.c.l., 2½ tons, works, ton.35.00 - —
smaller lots, works..ton.38.00 - —
96-98% 325 mesh, bgs., c.l., works..ton.20.00 - —
l.c.l., 2½ tons, works..ton.21.50 - —
smaller lots, works..ton23.00 - —
99%, 325 mesh, bgs., c.l., works..ton.22.00 - —
med., grd., 99%, 325 mesh, l.c.l., 2½ tons, works..ton.25.50 - —
hard-quartz, 99½%, 325 mesh, bgs., c.l., works..ton.13.50 - —
l.c.l., works.....ton.18.50 - —
140 mesh, bgs., c.l., works, ton.11.00 - —
l.c.l., works.....ton.16.00 - —
Silver, bullion.....oz. .34⅜- —
Govt. purchase, dom., metal. oz. .7111- —
Govt. purchase, foreign metal, oz. .35 - —
Cyanide, cns., 2,500 ozs.....oz. .33 - —
1,000 ozs.....oz. .33½- —
500 ozs.....oz. .33½- —
80 to 100 ozs.....oz. .33⅜- —
Nitrate, 100-oz. bots.....oz. .24 - —
Nucleinate, bots., dms.....oz. .29 - .34
Proteinate, bots., dms.....oz. .28 - .33
Simarubra barks, bls.....lb. .40 - .45
Skunk cabbage root, bls.....lb. .11 - .12
Slate flour, bgs., c.l., works..ton. 9.00 - —
l.c.l., works.....ton.18.00 -15.00
Sloe berries, bgs.....lb. .60 - .65
Smalt, black, extra velvet, ctns., lb. .05 - .08
Blue, ctns.....lb. .07 - .08½
Snakeroot, Canada, bls.....lb. .24 - .26
Soapbark, bls.....lb. .09 - .10
crushed, bls., bbls.....lb. .13 - .13½
cut, German, bls., bbls.....lb. No stocks
dom., bbls.....lb. .16 - .18
powd., bbls.....lb. .16 - .17
Soda, acetate, anhyd., dms., dlvd. lb. .08½- .10
flake, gran., powd., 60%, dms., c.l., dlvd..lb. .04½- .05
l.c.l., dlvd.....lb. .05 - .06
USP, bbls., dlvd.....lb. .06 - .07
Alginate, dms., bbls., works.lb. .69 - .73
Aluminate, white soluble, c.l., bgs., frt. equald..100 lbs. 7.50 - —
dms., frt. equald.....100 lbs. 7.75 - —
l.c.l., bgs., frt. equald.100 lbs. 8.40 - —
dms., frt. equald.....100 lbs. 8.65 - —

SPOT DELIVERIES

Bichromates

CAUSTIC POTASH ★ NICKEL SULPHATE ★ COPPER CARBONATE

WHITE HEAVY CALCINED MAGNESIA ★ SODIUM FLUORIDE

WHITE CALCINED MAGNESITE ★ ★ ZINC SULPHATE

OTHER SPECIAL PRODUCTS

Distributors for THE RUFERT CHEMICAL COMPANY

NICKEL FORMATE • Also NICKEL CATALYST • NICKEL CARBONATE • NICKEL OXIDE, ETC.

GOLWYNE CHEMICALS CORPORATION

420 LEXINGTON AVENUE • NEW YORK • PHONE LE 2-9740

Soda, antimoniate, bbls., dlvd.lb. .15 - .15½
Arsenate, dms., dealers, c.l., works..lb. .08 - —
l.c.l., dms.....lb. .09¼- .09⅝
Arsenite, dry, gray, dms., c.l., dealers, works..lb. .06¾- —
l.c.l., dms., works....lb. .07½- .08⅛
white, dms., c.l., dealers, works..lb. .07⅝- —
l.c.l., dms., works.....lb. .08⅛- .09⅛
Soda arsenite, dry, gray, prices are ¾c. per pound higher in Chicago; 1c. per pound higher in Houston, Tex., and Colorado. White prices are 1c. per pound higher in Tex. and Colo.

Ash, dense, 58%, bgs., c.l., works..100 lbs. 1.15 - —
l.c.l., Zone 1.....100 lbs. 2.18 - —
2 .....100 lbs. 2.33 - —
3 .....100 lbs. 2.58 - —
4 .....100 lbs. 2.98 - —
bbls., c.l., works...100 lbs. 1.35 - —
l.c.l., Zone 1.....100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l., works...100 lbs. .95 - —
extra light, 58%, bgs., c.l. 100 lbs. 1.05 - 1.13
l.c.l., Zone 1.....100 lbs. 2.13 - —
2 .....100 lbs. 2.28 - —
3 .....100 lbs. 2.53 - —
4 .....100 lbs. 2.93 - —
bbls., c.l., works....100 lbs. 1.45 - —
l.c.l., Zone 1.....100 lbs. 2.45 - —
2 .....100 lbs. 2.60 - —
3 .....100 lbs. 2.85 - —
4 .....100 lbs. 3.25 - —
bulk, c.l.....100 lbs. .90 - —
light, 58%, bgs., c.l., works, 100 lbs. 1.05 - 1.13
l.c.l., Zone 1.....100 lbs. 2.13 - —
2 .....100 lbs. 2.28 - —
3 .....100 lbs. 2.53 - —
4 .....100 lbs. 2.93 - —
bbls., c.l., works.....100 lbs. 1.35 - —
l.c.l., Zone 1.....100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l.....100 lbs. .90 - —

Soda ash l.c.l., prices are per 100 lbs. f.o.b. recognized warehouse point and include delivery in any quantity to customer's sidewalk within recognized local trucking distance of seller's warehouse. The sales zones are:—Zone 1: All Northern U.S. E. of Miss. River and North of the Southern boundaries of Ky. and Va., including also St. Louis, Mo., and Davenport, Ia.; parallel La., Miss., Ala., South of 31° Texas, E. of 100° Meridian and S. of 31° parallel and Fla., in Me., N. H. and Vt.; special local zone prices apply for ship't to various counties. Zone 2: Ark. East of 93° Meridian; Neb., E. of 98° Meridian; Tex., N. of 31° parallel and E. of 100° Meridian (except Wichita Falls), Ala., La., and Miss. N. of 31° parallel; Iowa (except Davenport), Ga., Minn., Mo. (except St. Louis), N. and S. C. and Tenn. Zone 3: Kansas, Neb., W. of 98° Meridian, Tex., W. of 100° Meridian (including Wichita Falls, but excluding El Paso), N. and S. D., Okla., Ark., W. of 93° Meridian. Zone 4: El Paso, Tex.; Ariz., Colo., Idaho, Mont., Nev., N. M., Utah and Wyoming.

Benzoate, tech., bbls., 4,000 lbs. or more..lb. .39 - —
1,000 to 3,900 lbs.....lb. .40 - —
900 lbs. or less.....lb. .43 - —
USP, bbls., fib., 4,000 lbs. or more..lb. .46 - —
1,000 to 3,900 lbs.....lb. .47 - —
900 lbs. or less.....lb. .50 - —
Bicarbonate, tech., bbls., c.l., works..100 lbs. 1.70 - —
l.c.l. .....100 lbs. 2.05 - —
bgs., c.l.....100 lbs. 1.55 - —
l.c.l. .....100 lbs. 1.90 - —
USP, gran., bbls., c.l., works, 100 lbs. 2.25 - —
l.c.l. .....100 lbs. 2.60 - —
powd., bbls., c.l., works..... 100 lbs. 1.85 - —
l.c.l., dlvd., N.Y..100 lbs. 2.51 - —
kgs., c.l.....100 lbs. 2.10 - —
l.c.l., dlvd., N.Y..100 lbs. 2.76 - —
Bichromate, [3], [4] spot, c.l., wks., lb. .07¼- —
l.c.l., 6 cks., or 10 bbls. or over, works..lb. .07½- —
5 cks. or 9 bbls. or less, works..lb. .07⅝- —
Bifluoride, bbls., c.l.....lb. .11 - —
10 bbls. lots.....lb. .11½- .13
1-9 bbls.....lb. .12 - —
kegs .....lb. .12½- .14
Bisulphite, powd., bbls., c.l., works..100 lbs. 3.00 - 3.10
l.c.l., works.....100 lbs. 3.50 - 3.60
solution, 32 deg., bbls., c.l., works..100 lbs. 1.30 - —
l.c.l., bbls., works..100 lbs. 1.55 - —
33 deg., bbls., c.l., works, 100 lbs. 1.35 - —
l.c.l., bbls., works..100 lbs. 1.60 - —
35 deg., c.l., works....100 lbs. 1.40 - —
l.c.l., bbls., works..100 lbs. 1.65 - —
44 deg., bbls., works..100 lbs. 1.55 - —
l.c.l., bbls., works..100 lbs. 1.80 - —
Bromide, USP, gran., bbls., 500 lbs..lb. .27 - .31
fiber dms., 100 lbs.....lb. .28 - .32
Cacodylate, 1-kilo bots.....lb. No prices
Carbonate (see Soda ash, soda monohydrated, soda sal).
Caustic, flake, 76% powd., ammon. process, bbls., c.l., works..100 lbs. 2.95 - —
dms., c.l., works..100 lbs. 2.70 - —
l.c.l., Zone 1....100 lbs. 3.55 - 4.90
2 .....100 lbs. 3.70 - 5.05
3 .....100 lbs. 3.95 - 5.30
4 .....100 lbs. 4.35 - 5.70
electro process, dms., c.l., works..100 lbs. 2.70 - —
L.c.l., same zone prices as ammonia process
liquid, 47-49%, buyers' tanks, works..100 lbs. 1.92½- —
sellers' tanks, works..... 100 lbs. 1.95 - —
70%, buyers' tanks, works, 100 lbs. 1.97½- —
sellers' tanks, works..... 100 lbs. 2.00 - —
solid, 76% ammon., process, dms., c.l., works..100 lbs. 2.80 - —
l.c.l., Zone 1....100 lbs. 3.15 - —
2 .....100 lbs. 3.30 - —
3 .....100 lbs. 3.55 - —
electro process, dms., c.l., works..100 lbs. 2.30 - —
Soda, caustic, solid, electro process, dms., l.c.l., same zone prices as ammon. process. Caustic soda, l.c.l., prices are on the same basis as those for soda ash. The sales zones are also the same.
Chlorate, dom., cryst., bgs., c.l., works..lb. .06¼- —
l.c.l., works.....lb. .06½- —
powd., bgs., c.l., works..lb. .06½- —
l.c.l., works.....lb. .07 - .08½

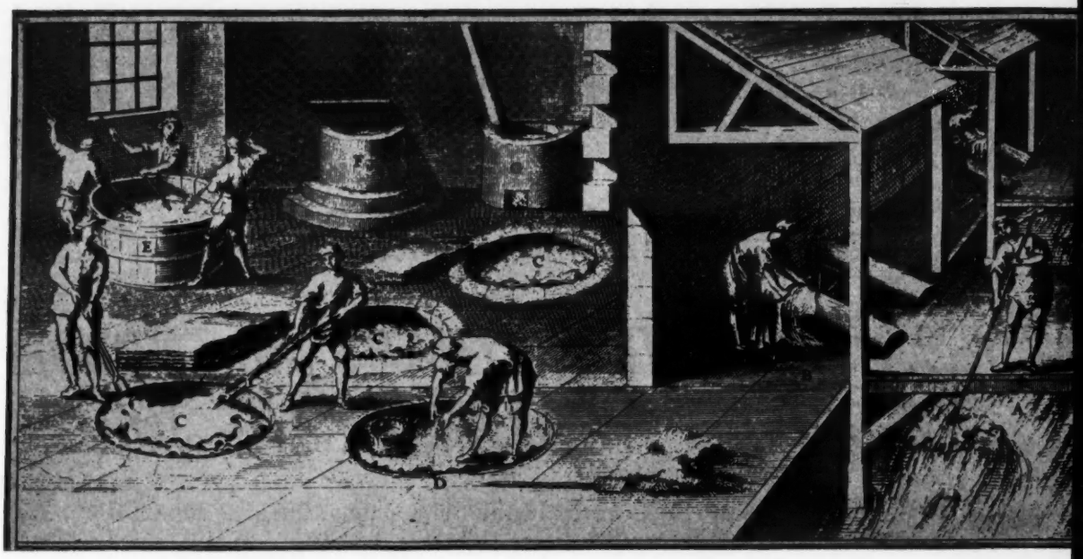
Soda, chromate, [3], [5] spot, c.l., works..lb. .08¾- —
l.c.l., 6 cks., 10 bbls. or over, works..lb. .09½- —
Citrate, USP VIII, 225-lb. bbls. lb. .18½- —
cns., dms., 50-lb. lots....lb. .20½- —
25-lb. lots.....lb. .22½- .23½
dms., kgs., 100-lb. lots...lb. .19½- —
USP XI, gran., bbls., 250-lb. lots..lb. .24 - —
boxes, 50-lb. lots.....lb. .26 - —
cns., 25-lb. lots.....lb. .28 - .29
kgs., 100-lb. lots.....lb. .25 - —
powd., bbls., 250-lb.lots..lb. .24½- —
boxes, 50-lb. lots.....lb. .26½- —
cns., 25-lb. lots.....lb. .29½- —
kgs., 100-lb. lots.....lb. .25½- —
Cyanide, 96-98%, dom., dms..lb. .14 - .15
imports, 90%, cs.....lb. No prices
Diacetate, 33-35% acidity, bbls., dlvd..lb. .10 - —
anhy., dms., dlvd.....lb. .12½- —
Fluoride, white, 30%, bbls., c.l., frt. alld..lb. .08 - —
l.c.l., 10 or over, same basis..lb. .08½- —
1-9, same basis.....lb. .09 - —
95%, bbls., c.l., same basis, lb. .08¼- —
l.c.l., 10 or over, same basis..lb. .08¾- —
1-9, same basis.....lb. .09¼- —
Soda fluoride prices at Los Angeles are f.a.s. works.
Glycerophosphate, NF, cryst., bbls., 1,000-lb. lots....lb. 1.25 - —
100-lb. lots.....lb. 1.40 - —
cns., 25 lbs.....lb. 1.65 - —

Soda, glycerophosphate, powd., bbls., 1,000-lb. lots..lb. 1.80 - —
100-lb. lots.....lb. 1.40 - —
cns., 25 lbs.....lb. 1.70 - —
solution, cbys., cns.....lb. .82 - 1.02
Hydrosulphite, dms., frt. alld.lb. .17 - .18
Hydroxide, USP, sticks, cns., 100 to 1,000-lb. lots..lb. .22 - .24
Hypophosphite, N. F., cns., 100-
Hyposulphite, cryst., large, bgs., works, frt. equal'd...100 lbs. 2.25 - —
bbls., same basis..100 lbs. 2.45 - —
l.c.l., bgs., works, frt. equal'd...100 lbs. 2.50 - —
bbls., same basis..100 lbs. 2.70 - —
pea, bgs., c.l., works.100 lbs. 2.60 - —
bbls., works.....100 lbs. 2.80 - —
dms., works.....100 lbs. 3.10 - —
5,000 lbs. and over, bgs., works..100 lbs. 2.75 - 3.00
bbls., works.....100 lbs. 2.95 - 3.20
dms., works.....100 lbs. 3.25 - 3.60
2,500 to 5,000 lbs., bgs., works..100 lbs. 2.85 - 3.10
bbls., works.....100 lbs. 3.05 - 3.30
dms., works.....100 lbs. 3.35 - 3.60
500 to 2,500 lbs., works.... 100 lbs. 3.10 - 3.25
bbls., works.....100 lbs. 3.30 - 3.55
dms., works.....100 lbs. 3.60 - 3.85
pea, less than 500 lbs., bgs., works..100 lbs. 3.70 - 3.95
bbls., works.....100 lbs. 3.90 - 4.15
dms., works.....100 lbs. 4.20 - 4.45
Iodate, jars.....lb. 5.49 - —
Iodide, jars.....lb. 2.42 - —
bots. .....lb. 2.52 - 2.57
Mandelate, 100-lb. dms.....lb. 3.25 - —
Metanilate, bgs.....lb. .40 - —

Soda, Antimoniate—Soda, Naph.

Soda, metasilicate, anhyd., dms., c.l., works, frt. equald..... 100 lbs. 4.00 - —
15 dms. and over, dlvd. N.Y..100 lbs. 4.90 - —
3-14 dms., same basis... 100 lbs. 5.05 - —
1-2 dms., same basis... 100 lbs. 5.30 - —
gran., bbls., c.l., works....lb. 2.50 - —
10 bbls. and over, dlvd. N.Y..lb. 3.30 - —
1-9 bbls., dlvd. N.Y.....lb. 3.35 - —
Molybdate, anhyd., kgs., works, lb. .47 - —
Monohydrated, bbls.....100 lbs. 2.60 - —
works .....100 lbs. 2.30 - —
Naphthionate, bbls.....lb. .50 - —
Nitrate, crude, dom., c.l., 100-lb. bgs., dlvd., f.o.b. cars, producing points or ports, rail or boat shipment .....ton.30.05 - —
200 lb. bgs., same basis, ton.29.35
bulk, same basis.....ton.27.00 - —
imp., c.l., 100-lb. bgs., f.o.b. cars, Atl., Gulf, Pac. warehouses, rail or boat shipment...ton.33.00 - —
200-lb. bgs., samo basis, ton.32.40 - —
bulk, same basis....ton.30.00 - —
refd., gran., bbls., 10 tons, 100 lbs. 2.50 - —
1-9 tons.....100 lbs. 2.65 - —
smaller lots.....100 lbs. 2.90 - —
powd., bbls., 10 tons.100 lbs. 5.50 - —
1-9 tons.....100 lbs. 5.65 - —

18TH. CENTURY TANNERY



A. Washing
B. Fleshing and unhairing
C. Lime pits
D. Covering with bark
E. Vat for ooze
F. Soaking skins in tan color and stirring
G. Kettle

The above reproduction of an old print shows that the art of tanning was well developed as far back as the 18th century. It was not, however until 1884, when Chrome Tanning was first introduced, that any fundamental improvement in the process of tanning was accomplished.

Today, leather tanning is one of the largest uses for Bichromate of Soda. Chrome Tanning is both quicker and less expensive than the older vegetable methods. In addition, Chrome tanned leather is superior because the Chrome solution combines with the fiber to produce a tough, pliable wear-resistant leather.

Mutual's Bichromate of Soda and Potash have been used by the leading tanners continuously since the inception of Chrome Tanning.

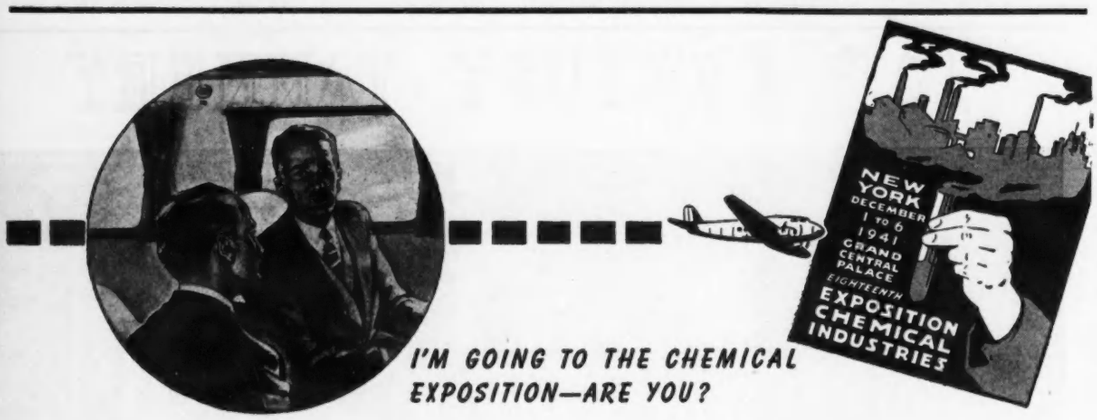
MUTUAL CHEMICAL CO. OF AMERICA NEW YORK

Mutual Chemical Co. of America

270 MADISON AVENUE, NEW YORK

Soda, Nitrite—Sulphur

Soda, nitrite, 96-98%, dom., bbls., c.l., works, frt. equalized. lb. .06¾- —
96-98%, dom., bbls., c.l., West Coast, f.o.b. ports....lb. .06 - —
l.c.l. .....lb. .06¾- .11¼
Soda nitrite l.c.l. prices range represents delivery at various points.
Orthosilicate, anhyd., dms., c.l., works, frt. equald..lb. 4.50 - —
15 dms. and over, same basis..lb. 5.45 - —
3-14 dms., same basis..lb. 5.60 - —
1- 2 dms., same basis..lb. 5.85 - —
flake, dms., c.l., works.100 lbs. 3.15 - —
10 bbls. and over, dlvd. N.Y.C..100 lbs. 4.30 - —
1-9 bbls., same basis..100 lbs. 4.55 - —
Oxalate, neut., bbls.....lb. .09¼- —
Perborate, NF, bbls., c.l., works, lb. .14¾- —
l.c.l., works.....lb. .15¼- —
Pentachlorphenate briquets, single bgs., works..lb. .26 - —
70 lbs., bgs., works.....lb. .19¾- —
490 lbs., bgs., works.....lb. .17½- —
powd., 100 lbs., bgs., works, lb. .19 - —
500 lbs., bgs., works.....lb. .17 - —
Phosphate, dibasic, anhyd., bgs., c.l., works..100 lbs. 6.00 - 6.25
l.c.l., works.....100 lbs. 6.15 - 7.25
bbls., c.l., works...100 lbs. 6.20 - 6.45
l.c.l., works.....100 lbs. 6.70 - 7.45
Soda, phosphate, dibasic, cryst., tech., bgs., c.l., wks.100 lbs. 2.55 - 2.70
l.c.l., works.....100 lbs. 2.95 - 3.45
bbls., c.l., works...100 lbs. 2.75 - 2.90
l.c.l., works.....100 lbs. 3.15 - 3.65
monobasic, anhyd., bgs., c.l., works..100 lbs. 7.25 - 8.25
l.c.l., works.....100 lbs. 8.00 - 9.00
bbls., c.l., works....100 lbs. 7.45 - 8.45
l.c.l., works.....100 lbs. 8.20 - 9.20
tribasic, bgs., c.l., works..lb. 2.70 - 2.85
l.c.l., works.....100 lbs. 3.10 - 3.60
bbls., c.l., works...100 lbs. 2.90 - 3.05
l.c.l., works.....100 lbs. 3.30 - 3.80
kegs, c.l., works...100 lbs. 3.40 - 3.55
l.c.l., works.....100 lbs. 3.75 - 4.30
USP (dibasic), bbls., dms., works..lb. .08 - .10
dried, bbls., dms., works..lb. .11½- .16
Picranate, kgs.....lb. .65 - —
Prussiate, yellow, bbls., 10,000 lbs. or more..lb. .11 - —
contracts .....lb. .10 - —
smaller lots .....lb. .11¼- —
contracts .....lb. .10¼- —
Pyrophosphate, anhyd., bgs., c.l., works, frt., equal'd 100 lbs. 5.10 - 6.10
5 tons and over same basis.. 100 lbs. 5.35 - 6.25
less than 5 tons same basis, 100 lbs. 5.60 - 6.60
bbls., c.l., works, frt. equalized..100 lbs. 5.30 - 6.30
5 tons and over same basis, 100 lbs. 5.55 - 6.45
less than 5 tons same basis, 100 lbs. 5.80 - 6.80
Ricinoleate, tech., bbls.....lb. .12 - —
Soda, sal, bgs., dlvd., N.Y.100 lbs. 1.20 - —
works .....100 lbs. 1.00 - —
bbls., dlvd., N. Y.....100 lbs. 1.30 - —
works .....lb. 1.10 - 1.30
Salicylate, bxs.....lb. .52 - .55
Sesquicarbonate, bgs., c.l., works..100 lbs. 1.50 - —
bbls., c.l., works...100 lbs. 1.70 - —
bbls., l.c.l., Zone 1....100 lbs. 2.70 - —
2 .....100 lbs. 2.85 - —
3 .....100 lbs. 3.10 - —
4 .....100 lbs. 3.50 - —
Soda sesquicarbonate l.c.l. prices are on same basis as those for soda ash and caustic soda. The sales are also the same.
Sesquisilicate, dms., c.l., works, 100 lbs. 3.05 - —
10 bbls. or over, dlvd. N.Y.C., 100 lbs. 4.05 - —
1-9 bbls.....100 lbs. 4.30 - —
Silicate, 40° turbid, dms., c.l., works..100 lbs. .80 - —
l.c.l., 5 or more, works, 100 lbs. 1.05 - —
1 to 4, works....100 lbs. 1.20 - —
52°, dms., c.l., works..100 lbs. 1.40 - —
l.c.l., 5 or more, works, 100 lbs. 1.65 - —
1 to 4, works....100 lbs. 1.80 - —
Silicofluoride, dom., bbls.....lb. .12 - .15
Stannate, dms.....lb. .33½- .36½
Stearate, lump, powd., bbls., works..lb. .19 - .24
Sulphate, anhyd., bgs., bbls., c.l., works..100 lbs. 1.70 - 1.90
5 tons or over, works, 100 lbs. 1.95 - 2.15
less than 5 tons, works, 100 lbs. 2.20 - 2.40
cryst. (see Glauber's salt).
Soda, sulphate, N.V. VI, ex-siccated, powd., bbls..lb. .07 - .07½
U.S.P. cryst., gran., bbls..lb. .10 - .10½
Sulphide, cryst., bbls., c.l., works..100 lbs. 2.40 - —
l.c.l., 5 tons or over, dlvd. 100 lbs. 2.90 - —
less than 5 tons, dlvd. 100 lbs. 3.15 - —
solid, bbls., c.l., works, 100 lbs. 3.15 - —
l.c.l., 5 tons or over, dlvd., 100 lbs. 3.65 - —
less than 5 tons, dlvd. 100 lbs. 3.90 - —
Sulphite, cryst., bgs., 100 lbs., works..lb. 2.10 - 2.35
bbls. .....100 lbs. 2.30 - 2.55
powd., bbls., c.l.....100 lbs. 5.25 - —
l.c.l., 5 or more...100 lbs. 5.50 - —
1 to 4.....100 lbs. 6.00 - —
Sulphocarbolate, gran., bbls., dms..lb. .26 - .28
Sulphocyanide, C.P., dms....lb. .55 - .65
Sulphohydrate, liquid, 38%, basis 100%, dms., c.l., f.o.b. works..lb. .05½- —
l.c.l., works.....lb. .06 - —
single dm. lots, works...lb. .08 - —
tanks, works.....lb. .04½- —
flake, 70-72%, dms., c.l., works, lb. .04¼- —
l.c.l., works.....lb. .05 - —
Sulphoricinoleate, bbls.....lb. .12 - —
Thiosulphate (see Hyposulphite).
Tungstate, CP, kgs.....lb. No prices
tech., kgs.....lb. 1.35 - 1.50
Solvent, naphtha, dms., wks.gal. tanks, E. of Omaha, frt. alld., gal. .31 - —
W. Coast, f.o.b. Minnequa, Colo..gal. .26 - —
high-flash, dms., works..gal. .31 - —
tanks, E. of Omaha, frt. alld..gal. .26 - —
Sorbitol, com'l, dms., works...lb. .17¾- —
Soybean meal, 41%, bgs....ton.45.20 - —
protein, bgs., c.l., works.....lb. .20 - —
l.c.l., 10-20 tons, works....lb. .20¼- —
100-20,000 lbs., works.....lb. .20½- —
smaller lots, works.....lb. .24 - —
Sparteine sulphate, cns.....oz. 3.65 - 3.95
Spearmint leaves, bls.....lb. .33 - .35
Spikenard root, bls.....lb. .16 - .17
Spruce extract, reg., bbls., c.l., works..lb. .01¾- —
tanks, works.....lb. .01¼- —
powd., super, bgs., c.l., works, lb. .04½- —
super, bbls., c.l., works.....lb. .02 - —
tanks, works.....lb. .01½- —
Squawvine, leaves, bls.....lb. .14 - .15
Squill, red, powd.....lb. .50 - .60
White, bls.....lb. .21 - .23
powd., bbls., bxs.....lb. .35 - .40
St. Ignatius beans, bgs.....lb. .45 - .46
St. John's Bread, edible, bls., lb. .15 - .20
inedible, bls.....lb. .09 - .10
Starch, corn, pearl, bgs., f.o.b. Chicago..100 lbs. 3.10 - —
dlvd., N. Y.....100 lbs. 3.45 - —
powd., bgs., f.o.b. Chicago, 100 lbs. 3.20 - —
dlvd., N. Y.....100 lbs. 3.55 - —
Potato, dom., bgs., c.l.....lb. .0585- —
l.c.l. .....lb. .0710- —
import, bgs.....lb. No prices
rice, bgs.....lb. .09 - .10
Sweetpotato, bgs.....lb. .06¾ Nom.
bbls. .....lb. .07 Nom.
Wheat, thick, boil, bgs.....lb. .05 - —
Starch, iodide, bots.....lb. 1.87 - —
Staveacre, seed, bgs.....lb. .35 - .40
Stearin, oleo.....lb. .10¼- .10½
Stillingia root, bls.....lb. .07½- .08
Stoneroot, bls.....lb. .07½- .08
Storax, cs.....lb. 2.00 Nom.
Stramonium leaves, bls.....lb. .32 - .33
Strontium bromide, cns.....lb. .53 - .55
Carbonate, NF, IV, 250-lb. bbls..lb. No prices
tech., 90%, precip., bbls....lb. .15 - .18
Chloride, tech., bbls.....lb. .22 - .35
Iodide, bots., 5 lbs.....lb. 3.06 - —
jars, 25 lbs.....lb. 3.00 - —
Nitrate, dom., bbls., c.l., works, lb. .07¾- —
25 bbls. and over.....lb. .06¼- —
1-24 bbls. and over.....lb. .08¾- —
Opalate, bbls.....lb. .44 - —
Strophanthus seed, Kombe, bgs.lb. 3.75 - 4.00
Strolyl, acetate, bots.....lb. 3.10 - 3.25
Strychnine, cryst., cns., 100-oz. lots..oz. .60 - —
Acetate, 25-oz. cns., 100-oz. lots..oz. .79 - —
Arsenate, 25-oz. cns., 100-oz. lots..oz. .82 - —
Arsenite, 25-oz cns., 100-oz. lots..oz. .79 - —
Glycerophosphate, 25-oz. cns., 100-oz. lots..oz. .80 - —
Hydrochloride, 25-oz. cns., 100-oz. lots..oz .79 - —
Hypophosphite, 25-oz. cns., 100-oz lots..oz. .91 - —
Nitrate, 25-oz. cns., 100-oz. lots..oz. .73 - —
Phosphate, 25-oz. cns., 100-oz. lots..oz. .80 - —
Sulphate, cryst., cns., 100-oz. lots..oz. .50 - —
powd., cns., 100-oz. lots.oz. .40 - —
Sucrose Octa-acetate, C.P. grade., bbls., l.c.l., works..lb. .55 - —
denat., bbls., l.c.l., works..lb. .45 - —
tech., bbls., l.c.l., works.....lb. .40 - —
Sugar coloring, bbls.....gal. .75 - 1.45
Milk, bbls., c.l.....lb. .24 - —
l.c.l., 10 or over.....lb. .25 - —
less than 10.....lb. .26 - —
Sulfadiazine, tablets, bots., 50's. ea. 4.86 - —
100's .....ea. 8.46 - —
1,000's .....ea.72.00 - —
Sulfaguanidine, 3.5-gm. bot..doz. 3.50 - —
4-oz bots.....ea. 3.10 - —
1-lb. bots.....ea.30.00 - —
Sulfanilamide, 5 lbs., bots....lb. 1.70 - —
fib. dms., 1,000 lbs., 1 delivery, lb. 1.25 - —
100 lbs.....lb. 1.30 - —
25-lb. lots.....lb. 1.45 - —
Sulfapyridine, powd., for hospitals, 5-gram bots..ea. .50 - —
Sulfathiazole, 5-gm., bot.....ea. .42 - —
Sesquicarbonate, 5-gm. bot....ea. .42 - —
Sulphonethylmethane, kgs.....lb. 6.75 - 6.80
Sulphonmethane, kgs.....lb. 5.25 - —
Sulphur, crude, bulk, f.o.b. cars, mines, contracts..long ton.16.00 - —
f.o.b. steamers, Gulf ports, contract..long ton.17.50 - —
flowers, USP, bgs., c.l..100 lbs. 3.05 - —
l.c.l. .....100 lbs. 3.55 - —
bbls., c.l.....100 lbs. 3.40 - —
l.c.l. .....100 lbs. 3.90 - —
flour, comm'l bgs., c.l..100 lbs. 1.95 - —
l.c.l. .....100 lbs. 2.15 - —



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18th EXPOSITION OF CHEMICAL INDUSTRIES
GRAND CENTRAL PALACE, NEW YORK, DEC. 1-6, 1941
Managed by International Exposition Co.

DEDICATED TO SPEEDING UP AMERICA'S INDUSTRY FOR THE DEFENSE PROGRAM

Sulphur, refined, cast, bgs., c.l. 100 lbs. 2.20 - —
l.c.l. .....100 lbs. 2.70 - —
heavy, USP, bgs., c.l..100 lbs. 2.60 - —
l.c.l .....100 lbs. 3.10 - —
bbls., c.l.....100 lbs. 2.95 - —
l.c.l. .....100 lbs. 3.45 - —
light, USP, bgs., c.l..100 lbs. 2.70 - —
l.c.l. .....100 lbs. 3.20 - —
bbls., c.l.....100 lbs. 3.05 - —
l.c.l. .....100 lbs. 3.55 - —
lump, bgs., c.l.....100 lbs. 2.20 - —
l.c.l. .....100 lbs. 2.70 - —
bbls., c.l.....100 lbs. 2.55 - —
l.c.l. .....100 lbs. 3.05 - —
roll, bgs., c.l.....100 lbs. 2.40 - —
l.c.l. .....100 lbs. 2.90 - —

Prices at the mine for various grades refined sulphur 25c. less per 100 pounds.

Rubbermakers, comm'l, 99½%, bgs., c.l., frt. alld..100 lbs. 2.05 - —
refined, 100%, bgs., c.l., frt. alld..100 lbs. 2.40 - —

Chloride, 55-gal. dms., c.l....lb. .03 - .03¼
l.c.l., dms., works....lb. .04 - .04¼
10-gal. dms., c.l.....lb. .07 - .07¼
l.c.l. .....lb. .08 - .08¼
Dioxide, liquid, com'l., cyls., works..lb. .07 - .09
multi-unit, cars, works..lb. .04½- .07
tanks, works.....lb. .04 - .06
refrigeration, cyls., works..lb. .16 - .40
multi-unit cars, works..lb. .07½- .10
Iodide, bots., jars.....lb. 3.90 - 4.05
Precipitated, USP, bbls.....lb. .17 - .22
Sumac, grd., Sicilian, f.a.s...ton. No prices
leaf, f.a.s.....ton. No prices
extract, bbls., No. 1.. .....lb. .08 - —
No. 2.....lb. .07 - —
stainless, bbls.....lb. .09 - .11
Berries, bgs.....lb. .10 - .12
Sunflower seed, Calif., large bgs., lb. .06¾- .07¼
medium, bgs.....lb. .06 - .06½
poultry, Argentine.....lb. .05 - 05½
Superphosphate, run-of-pile, bulk, f.o.b. cars, boat, Balto..ton. 9.50 - —
guaranteed 16%, bulk, same basis..ton.10.00 - —
20%, bulk, same basis....ton.12.00 - —
triple, bulk, f.o.b. cars, Balto., spot..unit-ton. .80 - —

T

Talc, dom., Calif., 1, c.l.....ton.20.00 - —
2, c.l.....ton.17.00 - —
N.Y., fibrous, 93-94%, 325 mesh, c.l..ton.14.00 -16.00
l.c.l. .....ton.16.00 -18.00
99-99½%, 325 mesh, c.l.... ton.15.25 -17.25
l.c.l. .....ton.17.25 -19.25
96-98%, 325 mesh, c.l..ton.15.00 -17.00
l.c.l. .....ton.17.00 -19.00
99.95%, 325 mesh, c.l..ton.17.00 -19.00
coarse, off-color, c.l.....ton.11.00 -13.00
Aluminum, flake-type, grd. c.l..ton.21.00 - —
l.c.l. .....ton.24.50 - —
Pennsylvania, c.l.....ton.11.00 -13.50
l.c.l. .....ton.12.00 -14.50
Vermont, c.l.....ton.14.00 - —
l.c.l. .....ton.15.00 - —
imp., Canadian, c.l., divd. N. Y. ton.24.00 -30.00
French .....ton. No prices
Italian .....ton. No prices

Talc, domestic, is quoted at the mills in bag packing.

Tallow, extra, loose.....lb. .08¾- —
special, loose.....lb. .08¾- —
sulphonated, 85% (34% fat), dms., c.l..lb. .05 - —
l.c.l. .....lb. .06 - —
50% (42% fat), dms., c.l..lb. .06½- —
l.c.l. .....lb. .07½- —
50% (42% fat), dms., c.l..lb. .07 - —
l.c.l. .....lb. .08 - —
Tamarind, No. 1, bbls.....lb. .06 - .07
kegs .....lb. 6.00 - 8.00
Tankage, fertilizer, animal, dom., grd., 9% ammon., 10% b.p.l., bulk, basis N.Y..unit-ton. 4.00 & .10
10-11% ammon., 15% b.p.l., bulk, basis Chi..unit-ton. 3.75 & .10
feeding, unground, 9-11% ammon., 15-20% b.p.l., bulk, basis N.Y..unit-ton. 4.50 & .10
high-grade, bulk, Chicago, unit-ton. 4.75 & .10
import, S. Amer., 10-12% ammon., 15% b.p.l., bulk, c.i.f. ports..unit-ton. 4.50 & .10
Tansy leaves, bls.....lb. .22 - .23
Tapioca flour, bgs.....lb. .04 - .06½
Tar acid oil, 15%, dms., c.l., works..gal. .22 - .24
l.c.l., same basis.....gal. .24 - .26
25%, dms., c.l., works.....gal. .25 - .27½
l.c.l., same basis.....gal. .27 - .29½
Tar, pine, retort, dms., divd. E. cities..gal. .29 - —
ports .....gal. .31 - —
tanks, divd. E. cities....gal. .22 - —
Tarragon herb, bgs.....lb. 1.50 Nom.
Tartar emetic, tech., fine gran. or powd., bbls., kgs., 5 or more..lb. .47¾- —
less than 5.....lb. .48 - —
dms.....lb. .48½- .51
USP, powd., bbls.....lb. .52¾- .53
Terpinyl acetate, cns.....lb. .74 - —
dms. .....lb. .71 - —
Terpin hydrate, bbls., dms.....lb. .60 - .65
Terpineol, CP, cns.....lb. .36 - —
dms. .....lb. .33 - —
alpha, denat. grade, dms., c.l., wks., net wgt..lb. .17 - —
Terra alba (see Gypsum).
Tetrachloroethane, dms., wks..lb. .08 - .08½
Tetrachloroethylene, CP, dms..lb. .21½- — tech. (see Perchloroethylene).
Tetralin, dms.....lb. .19 - —
Tetrasodium pyrophosphate (see soda pyrosphosphate).
Thallium sulphate, 99% pure, bots., works..lb. 5.00 - 7.00
Theobromine .....lb. 2.40 - 2.65
Sodiosalicylate, dms.....lb. No prices
Thiamine hydrochloride, bots., cns., gram. .65 - .90
Thiocarbanilide, dms.....lb. .24 - —
Thio Urea, C.P., dms.....lb. .55 - .65
Thorium, nitrate, cs, works...lb. 2.00 - —
Thyme, French, bls.....lb. .76 - .78
Spanish, bls.....lb. .17½- .18
Thymol, cns., 25 lbs.....lb. 3.00 Nom.
Iodide, kgs., 50 lbs.....lb. 3.40 - —
25 lbs.....lb. 3.50 - —
Timbo root (see cube root).
Tin chloride (ous), anhyd.....lb. .48 - .48½
Crystals, bbls., bgs.....lb. .39 - .39½
Metal,[1,4] Straits.....lb. .52 - —
Oxide, bbls.....lb. .55 - —
Tetrachloride, anhyd., bbls..lb. No price
Titanium, dioxide, bgs., c.l., (20 tons)..lb. .14¼- —
l.c.l., 5 tons, single delivery, lb. .14¾- —
1,000-9,999 lbs.....lb. .15 - —
50-999 lbs.....lb. .15¼- —
Titanium dioxide, bbls., c.l. (20 tons)..lb. .14¾- —
l.c.l., 5 tons, single delivery, lb. .15 - —
1,000-9,999 lbs.....lb. .15¼- —
50-999 lbs.....lb. .15¾- —
bbls., c.l. (20 tons).....lb. .15½- —
non-chalking, bgs., c.l. (20 tons)..lb. .16¼- —
l.c.l., 5 tons, single delivery, lb. .16¾- —
1,000-9,999 lbs.....lb. .17 - —
50-999 lbs.....lb. .17¼- —
bbls., c.l. (20 tons).....lb. .16¾- —
l.c.l., 5 tons, single delivery..lb. .17 - —
1,000-9,999 lbs.....lb. .17¼- —
50-999 lbs.....lb. .17½- —
chalk-resistant, bgs., c.l. (20 tons)..lb. .15 - —
l.c.l., 5 tons, single delivery, lb. .15½- —
1,000-9,999 lbs.....lb. .15½- —
50-999 lbs.....lb. .15¾- —
bbls., c.l. (20 tons).....lb. .15 - —
l.c.l., 5 tons, single delivery, lb. .15½- —
1,000-9,999 lbs.....lb. .15¾- —
50-999 lbs.....lb. .16 - —
barium or magnesium base, bgs., c.l. (20 tons)..lb. .05¾- —
l.c.l. .....lb. .06 - —
bbls., c.l. (20 tons).....lb. .06 - —
l.c.l. .....lb. .06¼- —
calcium base, bgs., c.l. (20 tons), lb. .05½- —
calcium-rutile base, bgs., c.l. (20 tons)..lb. .05½- —
l.c.l. .....lb. .05¾- —
bbls., c.l. (20 tons).....lb. .05¾- —
l.c.l. .....lb. .06 - —

Carload prices are f.o.b. factories with actual freight paid. Less than carload prices are f.o.b. factories or ex warehouse with actual freight or trucking paid, except on the Pacific Coast, where they are f.o.b. warehouses. Pacific Coast prices are ¼c. per lb. higher than the above.

Toluidin base, distilled, kgs....lb. .96 - —
Tolu, balsam, cns.....lb. .95 - 1.00
Toluidin, mixed, dms.....lb. .26 - —
Toluol[2], (toluene), 2° indus., dms., returnable..gal. .32 - —
tanks, E. of Omaha, frt. alld. gal. .27 - —
W. Coast, f.o.b. Minnequa, Colo..gal. .27 - —
Toluol, 1° nitration, dms., returnable..gal. .33½- —
tanks, E. of Omaha, frt. alld.. gal. .28½- —
W. Coast, f.o.b. Minnequa, Col..gal. .28½- —
Tonga vine, F, bls.....lb. .75 - .70
root, bls.....lb. .65 - .70
Tonka beans, Angostura, cks..lb. 2.40 - 2.50
Brazilian, Surinam, cs.....lb. .70 - .85
Triacetin, dms.....lb. .26 - —
Trimyl borate, dms., l.c.l., works. lb. .33 - —
Triamylamine, l.c.l., works....lb. .90 - —
Tributylamine, l.c.l., dms., works. lb. .70 - —
Tributyl citrate, ton lots, 475-lb. dms..lb. .24 - —
smaller lots.....lb. .32 - —
Phosphate, dms., l.c.l., divd...lb. .47 - —
cns., works.....lb. .51 - —
Trichlorobenzene, dms., c.l., frt. alld..lb. .08 - —
l.c.l., same basis.....lb. .08¼- —
tanks .....lb. .07½- —
Trichlorethylene, dms., c.l., works., frt. alld., Zone 1..lb. .08 - —
l.c.l., same basis.....lb. .08½- —
Zone 2, dms., c.l., works, frt. alld..lb. .08½- —
l.c.l., same basis.....lb. .09 - —
Zone 3, c.l., works, frt. alld..lb. .09 - —
l.c.l., same basis.....lb. .09½- —
Zone 4, dms., c.l., f.o.b. stock points..lb. .09 - —
l.c.l., same basis.....lb. .09½- —

All prices on trichlorethylene are frt. alld. with the exception of Zone 4, in which case the prices indicated are based on f.o.b. L. A., Cal.; S. F., Cal.; Portland, Ore., and Seattle, Wash. Zone 1 includes the following States:— Conn., Md., N. Y., Va., Ky., Me., N. J., Vt., W. Va., Mo., Tenn., Ind., Ia., Pa., R. I., Ill., Mich., Minn., Wis., Del., Mass., N. C., O., Omaha, Neb.; Kansas City, Kansas. Zone 2 includes Ala., Kan., except Kansas City, N. D., Ga., Neb., except Omaha; S. D., Miss., Ark., S. C., La., Okla. and Fla. Zone 3 includes Colo., N. M., Wyo, Texas and Eastern Montana. Zone 4 includes Arizona, Western Montana, Idaho, Ore., Nev., Wash., Utah and Cal.

Tricresyl, phosphate,[3] CP, cns., divd..lb. .40½- .51½
dms., c.l., divd.....lb. .37½- —
Tech., dms., c.l.....lb. .25 - —
500 lbs., dms.....lb. .25½- —
Triethanolamine, dms., c.l., works. lb. .19 - —
l.c.l., works.....lb. .20 - —
tanks, works.....lb. .18 - —
Triethylamine, dms., l.c.l., works. lb. 1.05 - —
Triethyl citrate, ton lots, 500-lb. dms..lb. .24 - —
smaller lots.....lb. .32 - —
Triethyl phosphate, dms., divd..lb. .45 - —
Triethyleneglycol, dms., l.c.l., works..lb. .26 - —
Trimethyl phosphate, cns.....lb. .54 - .56
dms., divd.....lb. .50 - —
Trimethylamine, dms., c.l., divd. lb. .35 - —
l.c.l., divd.....lb. .20 - —
Triphenyl phosphate[3], dms....lb. .38 - —
Tripoli, air-floated, bgs., c.l., works..ton.26.00 - —
double grd., bgs., c.l., works. ton.16.00 - —
once-grd., bgs., c.l., works.ton.14.50 - —
Trisodium phosphate (see Soda phosphate, tribasic).
Tuba root (see Derris root).
Tungsten metal powd.,[2,5] 99%, dms., works..lb. 2.60 - —
Oxide, CP, kgs.....lb. No prices
Chem. grade, kgs.....lb. No prices
Turmeric root, Alleppey, bgs..lb. .09 - .09¾
Madras, bgs.....lb. .08¾- .09
Turpentine, spirits, gum, bbls., c.l., ex dock..gal. .84½- —
l.c.l., 10 ex dock.....gal. .86½- —
5 ex dock.....gal. .88½- —
wood, dest., dist., dms., divd. E. ports..gal. .62 - .65
tanks, divd., E. cities...gal. .55 - —
steam-dist., dms., c.l., divd.gal. .79 - —
l.c.l., divd.....gal. .82 - —
tanks, divd.....gal. .74 - —

U

Unicorn root, false (see Helonias root).
True (see Aletris root).
Uranium oxide, black, bgs....lb. 2.55 - —
yellow, kgs.....lb. 1.65 - —
Urea, dom., 46% N., bgs., 20 tons, f.o.b. Belle, W. Va., Metropolitan New York, Phila., Wilmington, Del., Baltimore, Wilmington, N. C., Charleston, Savannah, Jacksonville....ton.80.00 - —
l.c.l., f.o.b. Belle, W. Va. ton.82.50 - —
5-19 tons, f.o.b. Boston, New York, Philadelphia, Wilmington, Del., Baltimore..ton.85.00 - —
less than 5 tons, f.o.b. New York, Phila..ton.90.00 - —
import, 40% N., bgs., 5 tons, f.o.b. Atl., Gulf ports or Belle, W. Va., ship..ton. No prices
smaller lots, f.o.b. N. Y. whse..ton. No prices
pure, cs.....lb. .12 - —
Urea fertilizer compound, basis 42% N., bulk, c.l., f.o.b. Belle, W. Va., or Atl., Gulf ports..ton.57.40 - —
Urea-ammonia liquor, basis, 45% N., tanks, f.o.b. Belle, W. Va., or Atl., Gulf ports, ton.121.58 - —
37% N. (insoluble), f.o.b. Belle, W. Va., or Atl., Gulf ports. ton.127.00 - —
Uva ursi leaves, bls.....lb. .18 - .20

V

Valerian root, Belgian, bls....lb. .95 - 1.00
Eastern, bls.....lb. .60 - .65
Valonia, beards, bgs., f.a.s...ton. No prices
cups, bgs., f.a.s.....ton. No prices
Vanadium pentoxide, C.P., bgs., cns., works..lb. 7.00 - —
tech., dms., works.....lb. 1.10 - —
Vanilla beans, Bourbon, to arrive, tins..lb. 9.50 -10.00
Mexican, tins.....lb.12.00 -13.00
cuts, tins.....lb.11.00 -12.00
South American, tins.....lb. No prices
Tahiti, tins.....lb. 5.75 - 6.00
Vanillin, ex eugenol, 25-lb. tins, lb. 2.60 - —
5-lb. tins.....lb. 2.65 - —
1-lb. tins.....lb. 2.75 - —
ex guaiacol, 25-lb. tins.....lb. 2.35 - —
5-lb. tins.....lb. 2.40 - —
1-lb. tins.....lb. 2.50 - —
ex lignin, any quantity, 25-lb. tins..lb. 2.35 - —
5-lb. tins.....lb. 2.40 - —
1-lb. tins.....lb. 2.55 - —
Venice turpentine, true, cs...lb. 2.10 Nom.
artificial, cs.....lb. .24 - .25
Verdigris, bbls., kgs.....lb. .22 - .23
Vinyl acetate, cns., works.....lb. .25 - — dms., c.l., 30,000 lbs. gross, works..lb. .14 - —
l.c.l., works.....lb. .15 - —
5 gals, dms., works.....lb. .25 - —
Ether, 75 c.c.....bot. 1.30 - —
50 c.c.....bot. .73½- —
25 c.c.....bot. .45½- —
Violet, methyl, toner (see M).
V.M.P. naphtha (see petroleum naphtha, v.m.p.).

W

Wahoo bark, bls.....lb. .40 - .41
tree .....lb. .19 - .22
Wattle bark, bgs., f.a.s.....ton.41.00 -43.00
Extract, solid, bgs.....lb. .0460-.04475
liquid, tanks.....lb. .05 - —
bbls.....lb. .05¾- —
Wax, amorphous, group 3, at refineries: 160-165, amber. lb. .15½- —
black .....lb. .14 - —
white .....lb. .26 - —
180-185, amber.....lb. .17½- —
black .....lb. .16 - —
white .....lb. .30 - —
Bayberry, bgs.....lb. .18 - .20
Bees, white, bleach, slabs, cs., lb. .56 - —
cake, cs.....lb. .57 - —
discs, cs.....lb. .58 - —
yellow, crude, Africa, 10-bg. lot..lb. No stocks
1 bg.....lb. No stocks
Brazil, bgs.....lb. No stocks
refd., slabs, cs., lbs.....lb. .51 - .52
Candelilla, bgs., 1 ton.....lb. .30 - .32
jobbing lots.....lb. .31 - .33
Carnauba, No. 3, chalky, bgs., 1 ton..lb. .74 - .76
5 bgs.....lb. .74½- .76½
1 bg.....lb. .75 - .77
N. C., 3, bgs., 1 ton.....lb. .78 - .79
5 bgs.....lb. .78½- .79½
1 bg.....lb. .79 - .80
refined, bgs.....lb. .84 - .85
yellow, No. 1, bgs., ton....lb. .86 - .87
5 bgs.....lb. .86½- .87½
1 bg.....lb. .87 - .88
No. 2, bgs.....lb. .84 - .85
Ceresin, dom., 138°, 140° m.p., bgs., 1 ton..lb. .12½- .13
jobbing lots.....lb. .13½- .14
150°-160° m.p., bgs., 1 ton..lb. .14½- .15
jobbing lots.....lb. .15½- .16
160° m.p., bgs., 1 ton.....lb. .15½- .16
jobbing lots.....lb. .16½- .17
Japan, cs.....lb. .30 - .31
Montan, bgs.....lb. .45 - .46
Ouricury, refined, bgs.....lb. .58 - .59
Ozokerite, hard, green, congeal, p. 66°-68° C., bgs..lb. No prices
70°-72° C., bgs.....lb. No prices
74°-76° C., bgs.....lb. No prices
Wax, ozokerite, snow-white, pure, 76°-78° C., bgs..lb. No prices
yellow, natural, 76°-78° C., bgs..lb. No prices
Paraffin (see P).
Spermaceti, blocks, cs.....lb. .24 - .25
cakes, cs.....lb. .25 - .26
White lead (see Lead, white).
White pine bark, rossed, bls..lb. .07 - .06
White precipitate, powd., dms., 50 lbs. or more..lb. 2.84 - —
Whiting, chalk, com'l., dry-grd., pap. bgs., c.l., works. ton.18.00 -22.00
l.c.l., works.....ton.20.00 -24.00
wet-grd. blp. bgs., c.l., works..ton.21.00 -25.00
l.c.l., works.....ton.22.00 -27.00
gilders, bolted, pap. bgs., c.l., works..ton.20.00 -24.00
l.c.l., works.....ton.21.00 -24.00
extra bolted, pap. bgs., c.l., works..ton.22.00 -26.00
l.c.l., works.....ton.23.00 -27.00
Paris white, pap. bgs., c.l., works..ton.24.00 -28.00
l.c.l., works.....ton.25.00 -29.00
Limestone, air-floated, 99¾%, 250 mesh, pap. bgs., c.l., works..ton.10.10 - —
200 mesh, pap. bgs., c.l., works..ton. 9.50 - —
90%, 200 mesh, pap. bgs., c.l., works..ton. 7.00 - —

Sulphur—Zinc Acetate

Whiting, limestone, gilders, pap. bgs., c.l., works..ton.11.50 -13.00
l.c.l., works.....ton.12.50 -16.00
putty grade, water-floated, bgs., c.l., works..ton.12.00 -13.00
l.c.l., works.....ton.13.00 -16.00
precipitated, bgs., c.l., works, ton.14.00 -15.00
l.c.l., works.....ton.18.00 -25.00
Wild cherry bark, thick, natural, bls..lb. .07 - .08
rossed, bls.....lb. .05 - .06
thin, natural, bls.....lb. .07 - .08
rossed, green, bls.....lb. .10 - .11
Wild indigo root, bls.....lb. .13 - .14
Witch-hazel extract, dist., NF, tax extra, bbls..gal. .44 - .45
leaves, bls.....lb. .07 - .09
Witherite (see Barium carbonate, natural).
Woodflour, dom., #0 mesh, bgs., c.l., f.o.b. N.Y..ton.24.00 -25.00
80 mesh, same basis.....ton.26.00 -28.00
100 mesh, same basis.....ton.30.00 -32.00
import, 70 mesh, bgs., ex dock..ton. No prices
80 mesh, bgs., ex dock..ton. No prices
100 mesh, bgs., ex dock..ton. No prices
120 mesh, bgs., ex dock..ton. No prices
Wormseed, American, bgs.....lb. .07 - .08
Levant, bgs.....lb. No prices
Wormwood, bls.....lb. .48 - .50

X

Xylol (xylene), indus., dms., returnable, works..gal. .31 - —
tanks, E. of Omaha, frt. alld., gal. .26 - —
tanks, W. of Coast, f.o.b. Minnequa, Colo..gal. .26 - —
10°, dms., returnable, works, gal. .34 - —
tanks, E. of Omaha, frt. alld., gal. .29 - —
5°, dms., returnable, works..gal. .41 - —
tanks, E. of Omaha, frt. alld., gal. .39 - —
8°, dms., returnable, works..gal. .48 - —
tanks, E. of Omaha, frt. alld., gal. .46 - —
Xylidin, mixed, dms.....lb. .35 - .36

Y

Yara yara, cryst., cns.....lb. 1.80 - 1.85
Yellow, arsenic sulphide, dom., bbls., f.o.b. New York..lb. .52 - .55
bottles, same basis.....lb. .60 - .64
imp., bbls., same basis.....lb. .20 Nom.
Yellow, cadmium, CP, import, bxs..lb. 1.35 - 1.40
lithopone, all shades, bbls., 1 ton, works, frt. alld..lb. .55 - —
smaller lots, same basis.lb. .60 - —
pkgs., ton lots, same basis, lb. .60 - —
smaller lots, same basis.lb. .65 - —
lb. .65 - —
Sulphide, orange, cases, works, lb. 1.10 Nom.
Chrome, CP, bbls., divd. No. of Tenn. and N. C., E. of Miss. R., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul, contracts..lb. .16 - —
Chrome yellow, CP prices are ½c. higher, divd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex., (Dallas, 1¼c.; Ft. Worth, 1½c.; El Paso, 2c.). Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1c. higher divd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Dutch, pink, bbls.....lb. .09 - .11
Hansa, bbls., same basis chrome..lb. 1.37 - —
primrose shade, bbls., same basis chrome..lb. 1.75 - —
Mercury oxide, tech., bbls., 1,000 lbs..lb. 2.87 - —
smaller lots.....lb. 2.80 - —
Ocher, Amer., golden bbls., works..lb. .04½- .06¼
yellow, bbls., works....lb. .02 - .02¼
French type, bbls., c.l....lb. .0345- —
l.c.l. .....lb. .0365- —
French, all shades, cks., c.l., ex dock, Balto., Boston, N. Orleans for import..lb. .02475 Nom.
New York (f.o.b.)...lb. .02¾ Nom.
Philadelphia, for import..lb. .02¾ Nom.
San Pedro, San Francisco..lb. .0290 Nom.
l.c.l., ex dock, Balto, Boston, N. Orleans..lb. .02575 Nom.
New York.....lb. .02¾ Nom.
Phila., for import...lb. .02¾ Nom.
Portland, Seattle....lb. .03½ Nom.
San Pedro, S. Francisco..lb. .03 Nom.
ex whse., Balto., Boston, N. Orleans..lb. .02725 Nom.
Indianapolis, Kansas City, Milwaukee, St. Louis..lb. .03¾ Nom.
New York.....lb. .03 Nom.
Pittsburgh .....lb. .03¼ Nom.
Portland, Seattle....lb. .03¾ Nom.
San Pedro, San Francisco..lb. .03¼ Nom.
f.o.b. N.Y., from dock, lb. .02¾ Nom.
from whse.....lb. .03½ Nom.
Oxide, nat., bbls., c.l., f.o.b. Bethlehem, Easton, N.Y...lb. .04½- —
l.c.l., same basis.....lb. .05 - —
synth., bbls., c.l., works...lb. .06¾- —
l.c.l., same basis.....lb. .07 - —
Persian orange (see O).
Zinc, bbls., same basis, chrome CP, contracts..lb. .17½- —
open order.....lb. .17½- —
Navy specifications type, contracts..lb. .17½- —
open order.....lb. .17½- —
Yellow dock root, dom., bls....lb. .15 - .20
Yellow root (xanthorisa), bls..lb. .11 - .13
Yerba santa leaves, bls.....lb. .10 - .11
Yohimbine hydrochloride, viz..oz. 3.00 - 4.25

Z

Zein, bgs., 1,000 lbs. or more, works..lb. .20 - —
less than 1,000 lbs., works..lb. .25 - —
Zinc,[1,2,5] Metal (see paint market).
acetate, tech., bbls., divd...lb. .15 - .16
USP, bbls., 250 lbs.....lb. .27 - —
kgs., 100 lbs.....lb. .29 - —

—Continued on page 44

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There Is Much to Sell

Some ten or eleven weeks ago more than a score of purchasing agents who are regular buyers of chemicals, oils, or drugs for manufacturing purposes furnished the REPORTER with their views on services which could be performed for them by salesmen for suppliers whose goods had all been taken up by earlier commitments. These views were constructively informative. They have been republished in England with appreciative recognition of their applicability to conditions there.

This week more than a score of sales executives provide for REPORTER readers their comments on the use they are making of salesmen "with nothing to sell"—but they do not accept that characterization of the situation as exact; in their opinions, all salesmen have very much to sell at this time.

To the practitioner of selling all things are sold. His vocabulary contains no such verbs as "convince," "influence," "develop," "convert," "satisfy," "cultivate," "promote," "interest," "instill"—all these have been replaced by the simple verb, "sell." The replacing verb is not out of place in any of its various meanings. It is a far more acceptable contribution to everyday language than are those other popular verbs, "contact" and "service."

Semantics or verbiculture—or verbicide—aside: there is a wealth of useful information in the sales executives' communications beginning on page 6; there is noteworthy economic significance in the closeness with which the services that they have found useful square with those which the purchasing agents said they could use to advantage. The mutual understanding of the relations of buyers and sellers evidently has been well developed among those who have to do with chemicals, oils, and drugs. It has been learned on both buying and selling sides—and the learning is being applied—that there is a great deal more to these relations than the mere getting of an order and the satisfactory shipping of the goods. What the sales executives have to say about this more can be learned to advantage in all divisions of business.

Planned Economy Is Here

In more than a decade of argument pro and con about planned national economy, business got nowhere; largely because it made no start; and also because it kicked out NRA which provided an excellent foundation for the building of a system fully regardful of the interdependence of all elements and all divisions of business and appreciative of the fact that the best sort of guidance and control is that which is self-applied. And now business has a planned economy in large degree laid upon it by the general OPM allocation of critical materials; it can expect this system to be extended rather speedily perhaps to other materials and still others in a diminishing spiral of defense essentialness.

Planned economy is here. And because business, while fearing the imposition of a government-made system, did nothing to construct a system of its own, it must take what it gets—and like it. This will mean a substantial elimination of the factor of competition from the business world, because who may get such and such a material and into what he may fabricate it will be officially determined in advance, as will also how and to whom the fabricated product may be sold. And it must be known that the supply of, first, critical, then, other materials for civilian use will grow less and less and finally, at a day in some instances not very far away, will wholly disappear.

Planned economy is here. And the basis of the planning is national defense, not business profits. Those who are unable for some reason or other to take on an adequate share of defense work will be planned for by a variety of agencies, in some of which business will have a part. But, a lot of individual planning is now imperative, not for the postwar period, but for tomorrow and the next day.

—O-P-D—

Mutual Helpfulness

Cooperation is not so important in business activities as is mutual helpfulness, which is almost but not quite the same thing, the difference being that cooperation is headed in but one way, while mutual helpfulness is a reciprocal force. Which leads up to the fact that mutual helpfulness is the primary purpose in the desires and endeavors that have been stated to the REPORTER by purchasing executives and sales executives in commentaries on their relations in times of exigency. Mutual helpfulness, in truth, is the cornerstone of the entire business structure of producer, distributor, and consumer. In everything in which business falls short of satisfaction in service or compensation, the fault can be found and will be found in a greater or less disregard at some point of the purpose of mutual helpfulness.

Mutual helpfulness is not always readily recognized in what may present itself to be done in the course of business relations; it is especially likely to be lost to sight in the pressure of expediency. But it is a fundamental rule of business relations that anything done for the benefit of the other party to a transaction is not without eventual benefit to the doer. It's simply the old thing of doing unto others, or bread upon the waters—and, like these, it has no place in sharp dealings.

What particularly the sales executives have to say about the desirability and usefulness of mutual helpfulness (see page 6) takes on two angles which were not stressed in the earlier comment of purchasing executives. One of these is using the slack-time sales force to study and help in customers' selling problems. That is a point which has been stressed for years in the relations of manufacturers and wholesalers of consumer goods to their retail distributors. It is just as important in the field of industrial marketing. In either place, especially the latter, it must be introduced and applied with that sort and degree of intelligent understanding which makes the difference between the salesman who is a sales representative and the one who is an order-taker or, what is worse, a high-pressure order-getter.

The other angle of mutual helpfulness newly emphasized in the sales executives' commentaries is that of keeping the buyer accurately, adequately, and promptly informed of the supply position of your materials with a view of enabling him to avoid overstocking with other, more plentiful materials, which are companion or adjunct components of his finished products and of which, lacking supplies of your material, he could make no use.

Another sort of helpfulness, the mutuality of which is not always obvious, is that "selfish altruism" which leads the long-sighted sales organization to do all it can to help its customers to get substitutes for or supplements to materials which it cannot adequately supply. This can result in permanent replacements, but it will build appreciation and friendship which will pay still bigger dividends in the long run.

—O-P-D—

This Ceiling Leaks

There is a hole big enough to let a balloon through in the OPA price ceiling on formaldehyde. This hole is the excepting from price control of any quantity of solution of formaldehyde sold for commercial use as embalming fluid. To prevent evasion of the ceiling via that broad opening would require the constant services of the entire staff of the Federal Bureau of Investigation.

The exception stated in the formaldehyde price ceiling order is not phraseologically clear. First reading of the definition of "formaldehyde" leaves the impression that there is no exception for solution of U.S.P. strength. But, OPA has informed OPD that the embalming-fluid exemption carries formaldehyde solution of any strength right up through the ceiling to any price that the traffic will bear.

This interpretation clears up a puzzle in syntax. It does not give any indication of why the exemption is in the order. Certainly there is no honest reason why embalming should be left to the mercies of profiteers while fumigation is given the benefits of a price ceiling. One is as important as the other from the standpoint of public health.

There has been opportunity enough to penalize the small buyer under the formaldehyde price ceiling minimum quantity of 45 pounds. Perhaps there is more equity in the fact that even bigger buyers may now find it impossible to buy formaldehyde solution except for use as an embalming fluid. All too many already find it necessary to pay extortionate prices to get necessary materials. The minimum quantity and the embalming fluid exemption both should be removed: they serve merely to abet profiteering.

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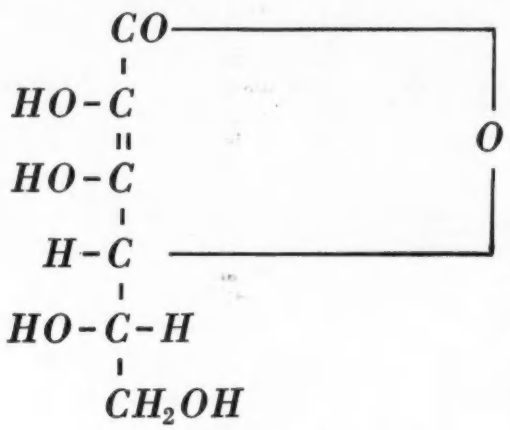

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Heavy Chemicals

Numerous Defense Priorities Place Sellers Under Pressure —Allocations of Chlorinated Solvents for Fumigants Made —Contract Announcements for 1942 Awaited in Many Items

Defense buying continued broad in the market for heavy chemicals last week. Sellers were finding it more difficult to keep up with civilian requirements in view of the large number of priorities for defense needs coming in every day. A great deal of confusion prevails among producers, dealers and consumers as to the interpretation of the many types of priority orders. Some of the larger producers have made considerable progress in establishing departments to handle this work and to educate employees in the handling and distribution of materials under priorities.

While contract announcements for the new year usually make their appearance in the bulk of chemicals around this time, so far the writing of next year's business has been retarded. The extraordinary conditions surrounding business in relation to the defense program prompted many factors to bide their time. Price adjustments were not expected to be numerous in view of the government's desire to keep the prices around current levels. Several adjustments occurred in the third and fourth quarters to account for most of the increased production costs.

Arrangements have been made by the OPM with the Department of Agriculture, the Commodity Credit Corporation and the producers of fumigant mixtures to take care of the distribution to elevators and mills throughout the country. Specific allocations of 200,000 gallons have been made for each of the periods October 15 to December 15.

Paper production, as a percentage of six day capacity, was 104.0 percent in week ended November 8, according to the American Paper and Pulp Association. This compares with 109.7 percent in the previous week and 85.6 percent a year ago.

Alums. — Shipments confined to regular contract accounts. Prices remain firm.

Alumina Shipments.—No surplus of material, and offerings restricted. Prices firm.

Ammonia, Anhydrous.—No word regarding contract prices for next year in tanks; sellers writing contracts for cylinders at same levels. Situation tight.

Ammonia, Aqua.—Contract prices for tanks awaited, writing of drum contracts proceeding. Demand active.

Ammonia Carbonate.—Sellers engaged in writing next year's contracts at firm levels. Shipments steady.

Ammonia Fluoride. — Offerings small. Prices remain nominal.

Ammonia Nitrate.—Defense needs continued broad. Prices rule firm.

Ammonia Persulphate. — Business confined to regular channels. No change in the quotations.

Ammonia Phosphate. — Situation tightening. Prices unchanged and firm.

Ammonia Silicofluoride.—Spot offerings negligible. Prices nominal.

Ammonia Sulphocyanide. — Increased domestic output sufficient to meet most demands. Prices firm.

Ammoniac, Sal.—Volume of business retained at good levels. No change disclosed in the prices.

Antimony Metal. — Domestic spot price unchanged. Demand steady.

Antimony Oxide.—Shipments limited to regular consumers for normal needs. Prices lacked change.

Arsenic.—Demand for white material well sustained, and market in firm position.

Barium Carbonate.—Buying brisk, and sellers pressed to meet all inquiries. Prices firm.

Barium Dioxide. — Defense needs factor in limiting supplies. Prices rule firm.

Barium Hydrate. — Withdrawals moderate and steady. Quotations held firm.

Barium Nitrate.—Firmness characterized the market. Good inquiry.

Bleaching Powder.—Sellers not accepting any new business, and situation remained tight. Prices firm.

Calcium Acetate.—Supplies scarce. Prices display firmness.

Calcium Chloride.—Active inquiry, with shipments heavy. Prices unchanged.

Calcium Phosphate.—All grades in good demand, with market position strong.

Price Changes

Advanced
None

Reduced
None

Comparative Values

Index number compiled from twenty-five typical chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
168.5	168.5	168.3	156.8

Index number compiled from twenty typical acids on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
109.0	109.0	109.0	101.6

Market news that may have developed after this report was sent to press will be found on page 4.

Saltpeter

Despite some leveling off in imports of saltpeter, domestic production has been adequate to cope with the heavier demands emanating from commercial and defense channels. The use of black powder, while not as large as the previous war, has been a factor in consuming sizable quantities. It finds use in heat treatment of metals so important in the defense setup. The glass and meat packing trade also take good size quantities.

Exports are subject to a license, and sellers were finding it more difficult to secure permits. The bulk of the material has been going to South Africa and South American countries. Imports during the first six months of this year totaled 22,736 tons, compared with 37,260 tons in the corresponding period a year ago.

A gradual upward trend was noted in the prices during the past two years. At the start of the war granular material ranged from $6.50 to $6.90 per 100 pounds; powdered, $7.50 to $7.90 per 100 pounds. Current quotations for granular are $8.10 to $8.50 and powdered, $9.10 to $9.50 per 100 pounds.

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 9

Association meetings:—
Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

Carbon Bisulphide. — Shipments moved steadily against contracts. Prices firm.

Carbon Tetrachloride. — Material regulated by rigid priority control. Prices lacked any alteration.

Chlorine. — Defense requirements continued to broaden, with civilian needs allocated. Prices firm.

Cobalt Oxide.—Material under allocation control. Prices unchanged and tone firm.

Copper Salts.—Situation in basic metal reflected in limited offerings of various derivatives. Prices firm.

Copper Sulphate.—All sellers well booked ahead. Prices firm at recently established levels.

Fluorspar.—A firm price tone characterized the market. Demand active.

Glauber's Salt.—Shipments held to regular contract accounts for normal needs. Prices without change.

Lead Acetate.—Market tight. No change disclosed in the prices.

Lime.—Commercial grades moved in good volume. No change in the prices.

Manganese Dioxide.—Bookings against contracts continued steady. Prices were firm.

Nickel Salts.—Business on pro rated basis to regular trade. Prices nominal.

Phosphorus.—Defense needs factor in limiting supplies. Prices firm.

Potash Carbonate.—Business moved at a good pace, with sellers under pressure to meet all inquiries. Sellers writing contracts for next year at firm levels.

Potash, Caustic.—A tight situation prevailed. Sellers engaged in writing contracts for next year at current levels.

Potash Chlorate.—Domestic output well obsorbed. Prices underwent no change.

Potash Cyanide.—Transactions routine. No change in the quotations.

Potash Permanganate.—A good percentage of production going into direct and indirect defense operations. Prices firm.

Saltcake.—Available domestic production going direct to consuming channels. Prices remain firm.

Soda Acetate. — Situation tight. Prices failed to change and tone was firm.

Soda Ash.—Sellers limiting consumers to regular contract allotments. Defense needs broadening. Prices display firmness.

Soda Bicarbonate.—Sellers engaged in writing contracts for next year at firm levels. Shipments steady.

Soda Bifluoride. — Market tight. Prices held at firm levels.

Soda, Caustic.—Contract writing for next year proceeding at a satisfactory pace. Supplies usually limited to regular contract consumers.

Soda Chlorate.—Defense and civilian requirements take available output. Prices unchanged and firm.

Soda Cyanide.—Inquiries and shipments remain active. Prices were firm.

Soda Fluoride.—Material in short supply. Prices underwent no change.

Soda Hydrosulphite.—Business limited to regular trade. Prices were the same.

Soda Nitrite.—Sellers writing 1942 contracts at firm levels. Shipments well sustained.

Soda Phosphate. — Tightness continues, with business strictly limited to contract requirements. Prices firm.

Soda Silicate.—Buying broad. No change disclosed in the prices.

Soda Silicofluoride.—Spot offerings remain small, and prices were nominal.

Soda Sulphide. — Heavy demand from all channels creates tight situation. Prices were firm.

Strontium Salts.—Prices in line with preceding period. Good inquiry.

Sulphur, Refined. — Commercial grades moved in good volume. Prices firm.

Zinc Sulphate.—Shipments confined to regular contracts. Prices unchanged and firm.

Acids

Defense and civilian requirements continued to place sellers under pressure in the market for mineral acids last week. Acetic continued tight, while acetic anhydride was in short supply. Chlorosulphonic moved well for defense purposes. Chromic and formic business was limited to regular accounts. A steady inquiry prevailed for hydrofluoric. A good volume of business passed in nitric and muriatic. Supplies of oxalic were limited. Naphthenic moved directly to consuming channels. Stocks of phosphoric remained tight. Sulphuric acid business was brisk, and sellers turned down any new business. Prices failed to change and tone held firm.

Acetic. — Situation tight. Prices stabilized and ceiling levels.

Acetic Anhydride.—Shortage continues. Prices remain firm.

Battery. — Movement steady. No change in the quotations.

Chlorosulphonic. — Demand active. Prices without change.

Chromic.—Selling usually limited to regular accounts. Prices rule firm.

Formic.—Market position tight, demand active. Prices failed to change.

Gallic.—Moderate buying, with supplies limited. Prices were the same.

Hydrofluoric.—Inquiries and shipments well sustained.

Lactic.—All grades in good call. Pricewise a firm tone prevailed.

Mixed.—Shipments active against contracts. Quotations held firm.

—Continued on page 36

Salt Output Checks Outlawed by F.T.C.

—Continued from page 3

sas City, Mo., the last named being the only producer in the group not a member of Salt Producers Association.

The commission order directs the respondents Salt Producers Association and the twenty producing companies to cease and desist from (1) establishing, maintaining or agreeing upon uniform prices for salt or uniform terms and conditions in the sale thereof; (2) adhering to filed or published prices or terms and conditions of sale pending the filing of changes therein with the Salt Producers Association or any other agency, or with each other; and (3) establishing or maintaining delivered price zones or making quotations and sales upon a delivered price basis under a zone system whereby the cost of salt delivered to buyers within each respective zone is made identical at all destinations with such zone.

The order also prohibits the respondents from (1) exchanging, directly or through the association or any other agency, price lists, invoices and other sales records, provided that nothing in the order shall prevent the respondent association from collecting and disseminating to the respondent manufacturers figures showing total volume of sales without disclosing the sales volume of individual producers; (2) exchanging, directly or through the association or other agency, the names of distributors or dealers who receive special discounts; (3) curtailing, restricting or regulating the quantity of salt to be produced and sold by any respondent corporation by any method or means during any given period of time; and (4) doing or causing to be done any of the things forbidden by the commission order through the medium of Stevenson, Jordan and Harrison, Inc., Charles R. Stevenson, D. M. Metzger, or any other corporation, firm or individual.

The respondents Stevenson, Jordan and Harrison, Inc., and Charles R. Stevenson and D. M. Metzger are also ordered to cease doing or performing, or assisting in the performance of any of the things forbidden by the commission order.

Lime acetate production in Canada amounted to 5,641,841 pounds, valued at $63,032 in 1940, compared with 4,347,920 pounds, valued at $44,083 in 1939.

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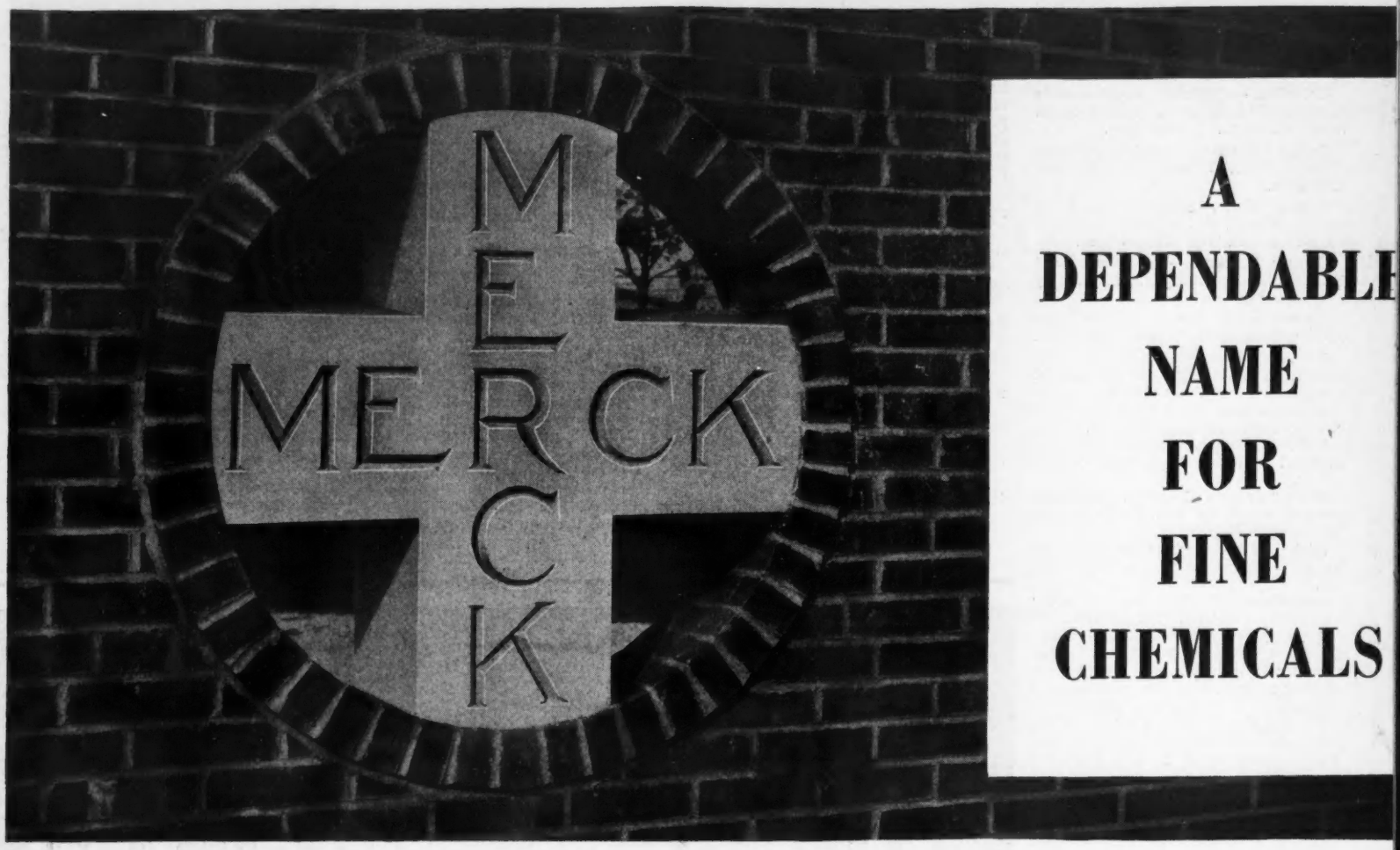

A DEPENDABLE NAME FOR FINE CHEMICALS

APPEARING on the labels of more than 1,500 products used by customers in many fields—including the United States Government, the Canadian Government, and the British Government under the Lend-Lease Act—the name Merck is recognized as a dependable name for fine chemicals.

This high recognition is convincing proof of how well Merck & Co. Inc., manufacturers of fine chemicals for the professions and industry since 1818, has maintained the confidence of those whom it serves.

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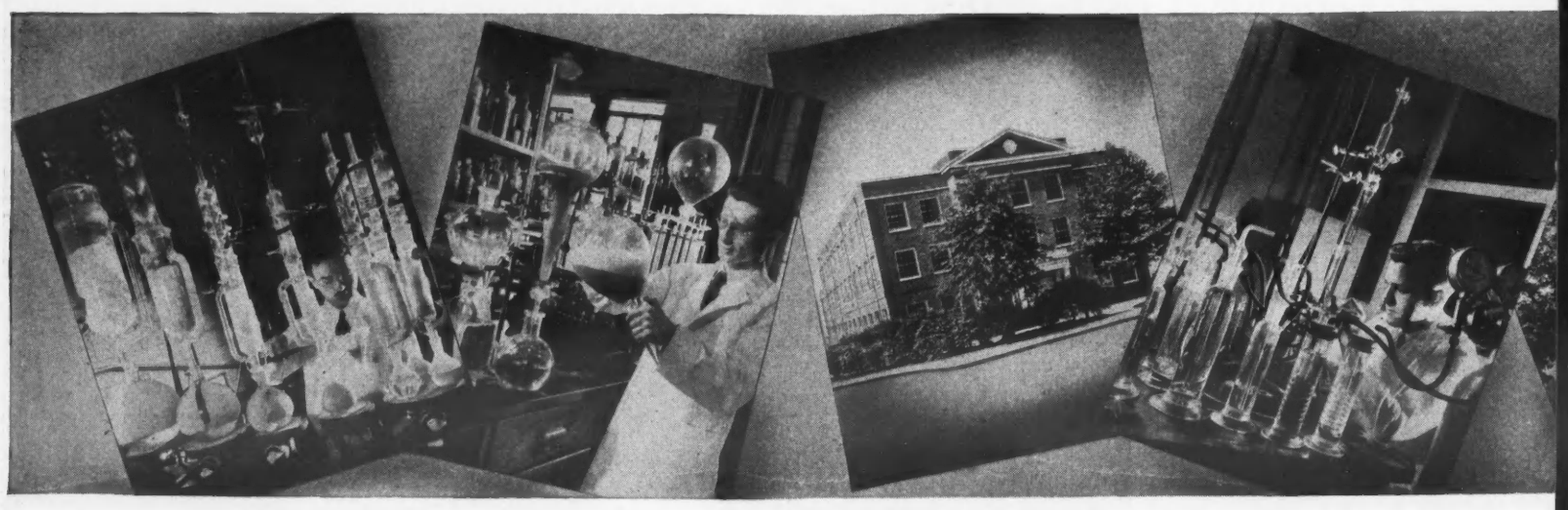
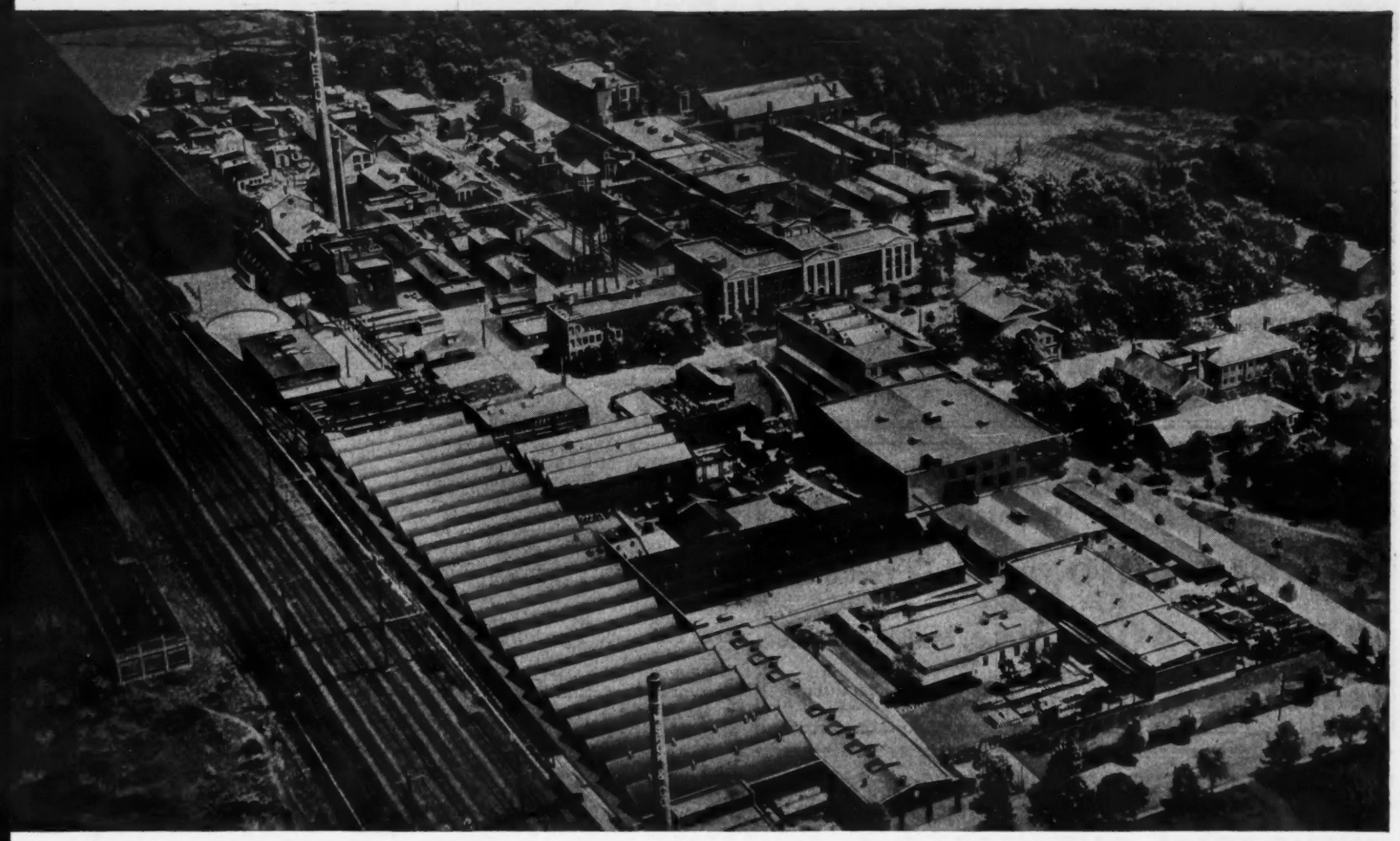
We invite you to write us regarding your manufacturing problems and requirements.
Our scientific staff and laboratories are prepared to serve you.

★ *The illustrations below, made at the Merck plant in Rahway, N. J., are representative of the widespr*



Alkaloidal extraction with Soxhlet apparatus • *Separation of enzyme concentrate fractions* • *View of the new Merck Analytical Laboratories Building* • *Chemical assay for Vitamin K*

MERCK & CO. Inc. *Manufacturing Chemists* **RAHWAY, N. J.**



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● **Original Large-Scale Producers of Many Fine Alkaloids.** The name Merck has been identified with the production of alkaloids and their salts for more than one hundred years.

● **Foremost in the Synthesis and Production of Pure Vitamins.** Discoveries and advances made in the vitamin field by Merck chemists and their collaborators, have continually emphasized the outstanding rôle played by Merck & Co. Inc. in the synthesis, development, and production of this therapeutically important line.

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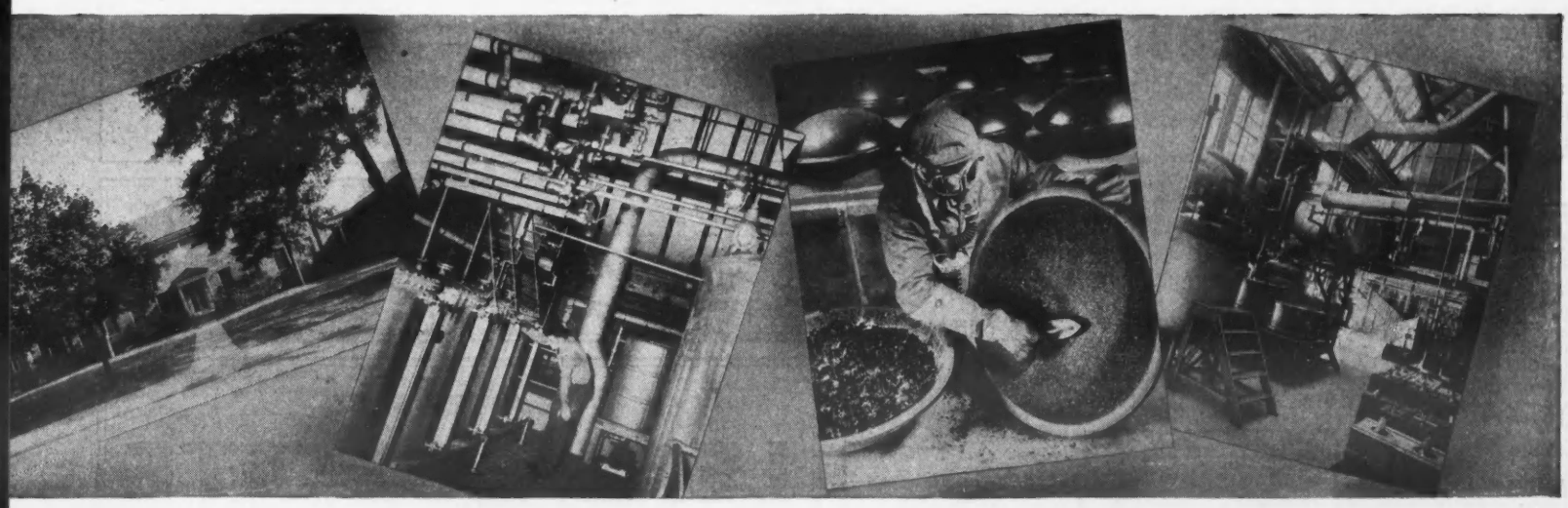
tivities of Merck & Co. Inc., in scientific research, modern production, and laboratory control of quality. ★



Main entrance to Merck Research Laboratories • *A step in the production of Merck Ephedrine* • *Sublimation of Iodine* • *Some of the equipment used in the manufacture of Vitamin B_1*

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Heavy Chemicals

Acids

—*Continued from page* 33

Muriatic.—Volume maintained at high levels. Prices rule unchanged.

Nitric.—Defense and civilian requirements take available offerings.

Sulphuric.—Sellers unable to book any new business with defense and regular contracts taking practically all available material. Prices retain a firm tone.

Baltimore, November 12.—The market for sulphuric acid is virtually unchanged, with producers still filling contracts at the stipulated figures, and with no free acid available. Efforts to locate any excess acid are proving unavailable. At the present rate of absorption, the output will have to be decidedly increased before there is any outside offering.

Insecticides

Developments of importance were again lacking in the market for agricultural insecticides and fungicides last week. Seasonal conditions limited any worthwhile business in this sector, the bulk of the transactions occurred in the Southern and Southwest territories. Prices remained at previously established levels and the tone was firm.

Calcium Arsenate.—Seasonal conditions continued to limit transactions. Prices firm.

Lead Arsenate.—Market devoid of any new developments. Prices unchanged.

Resale Market

An active inquiry and a shortage of supplies characterized business in the resale market for heavy chemicals last week. Most of the transactions were for export, however, in materials that were in very short supply, domestic buyers were seeking supplies in the outside market.

Bleaching powder ranged from 9½c. to 10c. per pound; anhydrous ammonia, 18c. per pound; calcium chloride, $40 per short ton; carbon tetrachloride, 21c. to 25c. per pound; copper sulphate, 8c. per pound and magnesia silicofluoride 22c. to 25c. per pound.

Potash salts were in good demand and supplies were limited. Potash carbonate, 9¾c. per pound; potash caustic, 8½c. to 9c. per pound; potash chlorate, 45c. per pound and potash metabisulphite 60c. per pound.

Alkali prices held firm with soda ash ranging from $2.50 to $2.75 per 100 pounds; caustic, soda, $4.75 per 100 pounds; soda cyanide, 27c. per pound; soda fluoride, 27c. to 30c. per pound; soda hydrosulphite, 38c. per pound; soda nitrite, 8½c. per pound; soda phosphate tri basic, $5 to $6 per 100 pounds; soda silicofluoride, 22c. to 30c. per pound and soda sulphide, 9½c. to 11c. per pound.

Oxalic acid continued scarce and price held at 38c. per pound; tannic acid, 7c. per pound; chromic, 25c. to 28c. per pound and formic, 35c. to 40c., ex carboys.

Potash Chlorate Plant Delayed by A.F.L. Row

Completion of the potash chlorate plant of the Pennsylvania Salt Manufacturing Company has been prevented by a jurisdictional strike between two American Federation of Labor affiliates. It was said the plant would have been in operation September 23 had the Portland Metal Trades Council permitted. It was said that the council had prevented the completion of the structure because of a contract between the Chemical Workers Union, an A.F.L.'s affiliate, and the company.

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Dyestuffs, Textile and Leather Chemicals

One Factor Extends Potash and Soda Prussiate Contract Prices —Solid Quebracho and Wattle Extract Firm for Early Next Year —Domestic Egg Yolk Higher—Plantation Gambier Scarce

Extension of potash and soda prussiate contract prices into 1942 highlighted developments in the market for dyestuffs, textile and leather chemicals last week. A leading producer announced late the preceding period that business would be booked at firm levels, subject to quarterly revision clause, for next year. One factor is writing contracts for solid quebracho extract for January, 1942, while wattle extract business was booked for January-February of next year. Price changes were confined to an upward revision in domestic egg yolk quotations and a fractional decline in Alleppo turmeric.

The holiday interrupted business to some extent, but volume remained fairly steady. Supplies of a number of materials continued tight. Drought seriously affected supplies of plantation gambier; weather conditions during the past three or four months have been more of a factor in limiting shipments than the securing of adequate cargo space. Shipments of alleppo nutgalls have been cut off, and the market was bare of supplies; stocks of Chinese remain limited. Recent arrivals of turmeric provided enough spot offerings to take care of inquiries.

Chemicals

Alumina Acetate.—Shipments steady, and market position tight. Prices firm.

Alumina Chloride.—Firmness characterized the market. Good demand, offerings restricted.

Ammonia Bichromate. — Business routine. Prices underwent no change. Antimony Salts.—Situation tight. Prices remain firm.

Chrome Acetate.—Offerings limited to regular channels. Prices held firm.

Potash Bichromate. — Sellers engaged in writing contracts for next year. Shipments steady to usual sources.

Potash Prussiate.—One seller accepting contracts for 1942 at firm levels. Business limited to regular consuming channels.

Soda Bichromate.—Contract writing for next year well underway by most factors. Shipments steady.

Soda Prussiate.—One producer extended current contract prices into 1942. Demand good, with offerings restricted.

Zinc Dust.—Shipments moved steadily, and market firm at ceiling levels.

Sumac

A complete stoppage of imports occurred when Italy entered the war. Since that time imports via the Mediterranean have been cut off. Fortunately, a substitute material has been found acceptable to the tanning industry in tara. No difficulty has been encountered in securing this material, which comes principally from South America. The price of tara is somewhat higher than sumac, but the higher tannin content more than offsets the disparity in price.

Imports during 1939 totaled 2,100 tons, valued at $114,964 as compared with only 599 tons, valued at $36,646 in the 1940 year. During the first six months of this year only two tons of sumac was imported against 548 in the corresponding period a year ago.

Since the start of the war prices advanced rapidly for the ground and leaf sumac. In August, 1939, quotations were $66 for the ground and $69 for the leaf. A continuous rise took place from this time until the ground reached $140 per ton. Finally, in June, 1940, quotations for both materials were entirely withdrawn.

Price Changes

Advanced

Egg yolk, dom., 3c. per lb.

Reduced

Turmeric, Alleppo, ¾c. per lb.

Comparative Values

Index numbers compiled from nineteen typical dyestuffs on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
248.6	248.6	245.7	153.7

Market news that may have developed after this report was sent to press will be found on page 4.

Dyestuffs

Annatto.—Consumers made necessary replacements as a rule. Prices unchanged.

Cochineal. — Transactions routine. Prices held at previous levels.

Fustic. Withdrawals moderately active, and tone of market firm.

Hypernic.—Business moved at a satisfactory pace, while prices held the same.

Indigo.—Demand light. No change occurred in the prices.

Logwood.—Buying steady. Pricewise a firm tone predominated.

Turmeric.—The alleppo ranged from 9c. to 9¾c. per pound. Spot offerings sufficient to take care of all inquiries.

Sizing Materials

Albumen, Blood.—Active inquiry; market position remains tight. Prices firm.

Albumen, Egg. — Prices held at previous levels, with tone firm. Buying moderate.

Corn, Sugar.—Bookings steady. No change disclosed in the prices.

Dextrin, Corn. — Consumers made replacements steadily to keep market firm.

Dextrin, Potato.—Shipments moderately active. Prices rule firm.

Egg Yolk. — Domestic prices 3c. higher, ranging from 95c. to 97c. per pound; no further change in the imported. Moderate inquiry.

Sago Flour.—Supplies adequate to take care of most inquiries. Prices held the same.

Starch, Corn.—Market retained its firm position. Bookings remained steady.

Starch, Potato.—No new price developments occurred. New season expected to get underway shortly.

Starch, Rice.—Prices unchanged and firm. Transactions about normal.

Starch, Wheat.—Consumers made withdrawals steady. No change occurred in the prices.

Tapioca Flour.—Prices underwent no change and tone steady to firm. Shipments moved steadily.

Current prices on dyestuffs and tanstuffs are given in the alphabetical list of prices beginning on page 9

Association meetings:—

Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

Tanning Materials

Chestnut Bark.—Active movement against contracts. Prices rule unchanged.

Cutch. — Offerings usually held to regular accounts. Prices lacked change.

Divi-Divi.—Inquiries reached market steadily. Prices rule the same.

Gambier.—Drought conditions limit supplies of gambier; spot offerings of common small. Some Singapore cubes available. Prices firm.

Hematine. — Buying moderately active. Prices failed to change.

Hemlock.—Active inquiry. Pricewise a firm tone prevailed.

Nutgalls. — Demand for Chinese about normal and price held nominal. No supplies of Alleppo.

Oakbark. — A good volume passed against contracts. Prices held firm.

Quebracho. — One seller booking contracts for solid into January, 1942. Good interest for all grades.

Spruce.—Supplies remain tight. Demand steady and prices firm.

Wattle. — One seller booking contracts for January-February at firm levels. Steady inquiry.

Resale Markets

A very small amount of business was negotiated in the resale market for dyestuffs, textile and leather chemicals last week. Soda bichromate continued to demand a premium over the potash, ranging from 28c. to 28½c. per pound, while the potash was 26c. per pound. Potash prussiate held at 34c. to 40c. per pound, and the soda prussiate at 20c. to 25c. per pound.

Fats and Oils Sulphonation Reported for Sept. Quarter

Animal and vegetable fats and oils subjected to sulphonation during the quarter ending September 30, amounted to 14,204,000 pounds, according to the Bureau of Census. Totals for various animal and vegetable fats and oils as reported by sixty-seven establishments reporting the sulphonation of fats and oils are shown with comparisons for the same quarter for earlier years in the following table.

	1940.	1941.
Animal:—		
Tallow	1,683,000	2,026,000
Neatsfoot oil	441,000	640,000
Cod oil	1,557,000	2,194,000
Sperm oil	634,000	1,277,000
Red oil	449,000	670,000
Miscellaneous	214,000	972,000
Vegetable:—		
Coconut oil	85 000	211,000
Corn oil	69,000	200,000
Olive oil	327,000	120,000
Castor oil	2,554,000	4,224,000
Teaseed oil	463,000	211,000
Miscellaneous	1,061,000	1,459,000

Consulting Chemists Ass'n Offers Aid to Manufacturers

The Association of Consulting Chemists and Engineers is offering its services free to industry, in supplying the names of consultants to manufacturers faced with technical problems originating from the national defense program. The association, listing among its national membership, independent consulting chemists and chemical engineers, trained and experienced in various fields of industry, manufacture, research, plant operation and design, also offer free a copy of its current *Classified Directory*, descriptive of its members activities. Copies of the *Classified Directory* may be obtained by writing the association at 50 East Forty-first street, New York, or telephone:—Lexington 2-1130.

Quaker Chemical Forms Hygienized Division

The Quaker Chemical Products Corporation, Conshohocken, Pa., has taken over the 'hygienized process,' and has established a hygienized division under H. Larry J. Margulies, a pioneer in the hygienic processing of textiles. This division will have a New York office at 1441 Broadway, New York.

Defense Contracts Recently Awarded

Chemicals, oils, drugs, and related products required in connection with the program for national defense have recently been contracted for by the army and other government agencies as follows:—

Agricultural Purchase, Sales and Traffic

Superphosphate:—$81,600, Standard Chemical Co., Troy, Ala.

Fertilizer:—$37,000, Davison Chemical Corp., Baltimore.

Army Air Corps

Dessicant:—$112,500, Davison Chemical Corp., Baltimore.

Plastic Sheet:—$18,572.80, E. I. duPont de Nemours & Co., Arlington, N. J.

Army Medical Corps

Acetophenetidin: — $91,458.50, Norwich Pharmacal Company, Norwich, N. Y.; $32,404, United Drug Company, Boston.

Acid Acetylsalicylic:—$14,716.85, William R. Warner & Co., New York; $18,701, C. E. Jamieson & Co., Detroit, Mich.

Gelatin:—$85,197.50, R. Gesell, Inc., New York.

Mercurous Oxide Ointment:—$34,945, Day Chemical Company, Newark, N. J.

Petrolatum:—$406,203.33, Vi-Jon Laboratories, Inc., St. Louis.

Quinine Sulphate:—$193,000, E. R. Squibb & Sons, New York.

Army Ordnance

Lard Oil:—$27,600, Enterprise Animal Oil Company, Philadelphia.

Chemical Warfare Service

Barium Nitrate:—$200,000, Hummel Chemical Co., New York.

Calcium Chloride:—$5,025, Dow Chemical Company, Midland, Mich.

Charcoal:—$331,572.60, Carbide & Carbon Chemicals Corp., New York.

Charcoal, Impregnated: — $788,985.90, Barnebey Cheney Engineering Company, Columbus, Ohio.

Neatsfoot oil:—$21,600, Independent Manufacturing Company, Philadelphia.

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(Pyridine, Quinoline, Picolines, etc.)
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BENZOL
TOLUOL
XYLOL
SOLVENT NAPHTHA
HI-FLASH SOLVENT
FLOTATION REAGENTS
ANHYDROUS AMMONIA
HYDROGENATED COAL-TAR CHEMICALS
Cyclohexane 98-100%
Methylcyclohexane 98-100%
Cyclohexanol 98-100%
Methylcyclohexanol 98-100%
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Coaltar Chemicals

OPM Issues Order Placing Phenols Under Complete Allocation —Allotment Plan May Delay Announcement of 1942 Contracts —Coaltar Acids, Intermediates and Colors Remain Tight

The OPM issued an order placing phenols under complete allocations to provide the outstanding development in the market for coaltar chemicals last week. After December 1 no delivery may be made except under specific instructions from the Priorities division. Monthly directions will be issued to producers and distributors governing shipments without regard to any preference ratings. A special inventory report will be required for all persons except producers, who have more than thirty days supply on hand. Heavy defense and military export demand caused a shortage, and new production facilities will not begin operations for several months.

No word was forthcoming regarding 1942 contract schedules for basic products. Usually prices for next year make their appearance by this time. The announcement of the allotment plan in certain tar acids may restrict offerings of contracts until after the first of the year or until something definite is known about the new plan.

Defense requirements governed business in all sections of the market. Heavy withdrawals of basic products continued to affect various coaltar acids intermediates and colors. Most sellers were exerting their best efforts to take care of regular civilian contract consumers.

Price Changes

Advanced
None.

Reduced
None.

Comparative Values

Index numbers compiled from twenty typical coaltar products on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
128.5	128.5	128.5	126.6

Market news that may have developed after this report was sent to press will be found on page 4.

Basic Products

Benzol. — Demand steady, market position firm and prices remain the same.

Carbazole. — Shipments moderately active. Prices rule firm.

Coaltar.—Shipments of crude and refined moved steadily against contracts.

Creosote Oil.—Market retained its firm position, and withdrawals were steady from regular consuming channels.

Cresols.—Various cresols, including ortho, meta and para, included in the complete allocation system covering phenols issued by OPM.

Cresylic Acid. — Various grades of domestic acids will be influenced by allocation order covering phenols. Shipments of imported continued small. Prices firm.

Naphthalene. — Available output moving directly to consuming channels. Prices underwent no change, but market displayed firmness.

Phenol. — Material placed under complete allocations in OPM order; effective December 1 no delivery may be made except under specific instructions from the priorities division.

Pitch, Coaltar.—Demand steady. Market underwent no change and prices were firm.

Pyridine.—Buying well sustained and market retained its firmness.

Tar Acid Oils.—Situation remained tight. Prices unchanged and firm.

Toluol. — Broad defense demand limited supplies for other consumers. Prices unchanged and tone firm.

Xylol.—Market position lacked improvement, supplies were tight and demand active.

Chicago.—Ruling prices exclusive of tax are:—Benzol, 90 percent, 14c. to 15c. per gallon; motor benzol, 8c. to 9c. per gallon; toluol, 27c. per gallon; 10-degree xylol, 26c. per gallon; solvent naphtha, 26c. per gallon; creosote oil, grade 1, 13½c. to 14c. per gallon.

Trichlorobenzene

In common with most other chlorinated compounds, supplies of trichlorobenzene were scarce. Substantial quantities enter the defense program in various ways. The material finds a wide use as a chemical solvent; the electrical industry, dyestuff manufacturers are important consumers, while some is used in processing lubricating oils.

Sellers were not in a position to accept any new business, and were endeavoring to fill all defense and regular civilian needs. The latest production figures released by the government showed output during 1940 at 2,498,791 pounds and sales of 1,153,723 pounds, compared with 2,618,291 pounds and 1,225,691 pounds, respectively, in the 1939 period.

The material is subject to an export license, but as far as can be learned exports have not been made in sufficient volume to warrant any specific classification. It is doubtful, too, whether licenses would be granted in view of the tight domestic situation.

An advance of 1c. per pound occurred in the schedule prices since the beginning of the war. The quotations in tanks are now 7½c. per pound; car lots, 8c. per pound, and less car lots, 8½c. per pound.

Hydrogenated Solvents

Cyclohexane.—Demand good. No change disclosed in the prices.

Cyclohexanol.—Prices remain the same, while shipments moved well.

Methylcyclohexanone. — Inquiries and shipments moderately active. Prices underwent no change.

Coaltar Acids

Anthranilic.—Offerings well taken, and market position firm.

Benzoic.—Prices firm, while shipments moved steadily to regular channels.

Broenner's.—Interest moderately active, while prices held the same.

Cleve's.—Usual consumers made fair size replacements. Prices unchanged.

Fumaric.—Demand steady. Prices unchanged and tone firm.

Gamma. — Withdrawals moderate. Pricewise a firm tone predominated.

H.—Dealings routine. No change occurred in the prices.

Laurent's.—Buying was sufficient to keep market in firm position.

Maleic.—Situation tight, demand active, and prices well sustained.

Malic.—Shipments moderate and tone of market held firm.

Picramic.—Consumers made replacements steadily. Prices lacked change.

—*Continued on page* 39

Current prices on coaltar products are given in the alphabetical list of prices beginning on page 9

Association meetings:—

Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

Phenols Allocation Order Covers Pure, Crude Acids

—*Continued from page* 3

'Distributor' means any person who has purchased or who purchases phenols for purposes of resale.

Control of Supplies

Control of the supply and direction of the distribution of phenols is hereby taken by the Director of Priorities, and all future transactions of any kind in phenols are regulated and governed by the provisions and definitions contained in Regulation No. 1 of the Priorities Division of the Office of Production Management, issued on August 27, 1941, except as herein otherwise specifically provided.

Deliveries under all defense orders which have not been assigned a higher preference rating are hereby assigned a preference rating of A-10.

On and after December 1, 1941, no deliveries of phenols shall be made, or accepted by any person, except as specifically directed by the Director of Priorities. At the beginning of each calendar month the Director of Priorities will issue to all producers and distributors specific directions covering deliveries of phenols which may be made by such producers and distributors during such month.

Such directions will be made primarily to insure the satisfaction of all defense requirements and to provide an adequate supply for essential civilian uses, they may be made at the discretion of the Director of Priorities without regard to any preference ratings assigned to particular contracts or orders. If the Director of Priorities shall not have issued, by the first day of the month, specific directions covering deliveries of phenols which may be made during such month, producers and distributors may, subject to the provisions of Priorities Regulation No. 1, make deliveries of phenols without limitation.

Reports Required

Reports required by Priorities Regulation No. 1, hereinabove referred to, shall be made at such times and on such forms as shall be prescribed therefor by the Chemicals Section of the Office of Production Management. In addition to the reports required by Priorities Regulation No. 1, every person other than a producer having an inventory of phenols in excess of a 30-day supply thereof shall forthwith report such fact to the chemicals Section of the Office of Production Management. A 30-day supply of phenols shall be a quantity equal to one-twelfth of such person's consumption (distribution, in the case of a Distributor) of such phenols during the 12-month period ending September 30, 1941.

Effective Date

This order shall take effect immediately, and unless sooner terminated by direction of the Director of Priorities, will expire on July 31, 1942.

Chemical Plants Expansion Approved

Of the certificates of necessity approved by the National Defense Advisory Commission from October 1 to October 15, in connection with the construction and acquisition of new manufacturing fact facilities, were the following:—

Alcohol, Ethyl: — Standard Alcohol Company, New York; $3,277,000.

Alcohol, Ethyl:—U. S. Industrial Chemicals, Inc.; New York; $378,000.

Aluminum Ore: — Norton Company, Worcester, Mass.; $105,000.

Anilin:—Dow Chemical Company, Midland, Mich.; phenol and monochlorobenzol; $1,086,000.

Cobalt Metal:—African Metals Corporation, New York; and oxide; $400,000.

Gasoline, Aviation:—Phillips Petroleum Company, Bartlesville, Okla.; $30,000.

Graphite:—National Carbon Company, New York; $843,000.

Graphite Electrodes: — International Graphite & Electrodes Corporation, St. Marys, Pa.; $496,000.

Petroleum Piping: — Plantation Pipe Line Company, New York.

Petroleum Transportation: — Standard Oil Company of New Jersey; $86,000.

Phthalic Anhydride:—Reichhold Chemicals, Inc., Detroit; and synthetic resins; $971,000.

Sulphuric Acid: — General Chemical Company, New York; $887,000.

Tar Distilling:—The Barrett Company, New York; distilling for chemicals; $17,000.

Toluol:—Brooklyn Union Gas Company, Brooklyn; xylol, benzol; $21,000.

Vitreuous Enamel:—Harshaw Chemical Company, Cleveland; cadmium, glycerin; $357,000.

Dow Forms Subsidiary To Run Magnesium Projects

The Dow Magnesium Corp., has been incorporated in Delaware as a wholly-owned subsidiary of the Dow Chemical Company, to build and operate, under lease agreement with Defense Plant Corporation, a magnesium metal plant near Velasco, Tex., at estimated cost of $50,000,000, it was reported. It would produce approximately 72,000,000 pounds of magnesium annually.

Trade Briefs

Crown Drug Company, Baltimore, sales in October amounted to $710,794, against $719,604 in October, 1940.

Woodruff Fertilizer Works, Inc., has moved plant and offices to new buildings on Sackett Point road, North Haven, Conn.

National Margarin Institute, Chicago, has issued a booklet describing the nutritional properties of margarin.

Erie Basin Chemical Works, Inc., Brooklyn, has been formed with a capital of $50,000. Among the incorporators are Edward Edelson, 3026 Brighton, Fourteenth street, Brooklyn; Joseph Edelson, 1660 Topping avenue, Bronx; D. John Rotondi, 376 Clinton street, Brooklyn.

Coaltar Chemicals

Coaltar Acids

—*Continued from page* 38

Picric.—Defense needs heavy. Prices without change.

Salicylic.—Market position firm, and offerings restricted.

Sulphanilic.—Sellers not accepting new business. Prices rule firm.

Tobias.—Active inquiry, and market in firm position.

Other Intermediates

Alphanaphthol.—Shipments steady, and prices remain firm.

Anilin.—Shortage continues. Prices failed to change and tone was firm.

Anthraquinone. — Situation tight. Prices retained their firmness.

Benzaldehyde.—Technical grades in active demand. Quotations rule firm.

Benzidine Base.—Shipments steady against contracts to regular consumers.

Betanaphthol.—Supplies tight, and selling restricted. Prices held firm.

Betanaphthylamine. — Demand well sustained, and market strong.

Dimethylanilin.—Heavy demand, situation remains tight. Prices firm.

Dinitrobenzene.—Prices firm, while buying was steady from all channels.

Dinitrophenol.—A good interest prevailed to keep market in firm position.

Dinitrotoluene.—Defense and civilian buying heavy. Prices unchanged.

Diphenyl. — Active interest. No change occurred in the prices.

G. Salt.—Transactions routine. Prices experienced no revision.

Metanitroparatoluidin. — Offerings well absorbed. Prices rule firm.

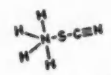
Monochlorobenzene. — Defense need factor in taking available supplies. Prices without change.

Nitrobenzene.—A good movement continued against contracts. Prices unaltered.

Orthoanisidin. — Steady inquiry. Prices failed to change.

Orthochloroanilin. — Active interest. Pricewise a firm tone predominated.

AMMONIUM THIOCYANATE



NH_4SCN

Properties of Pure Compound:

Molecular Weight	76.11
Melting Point	150°C.
Boiling Point, decomposes about	170°C.
Specific Gravity at 20°/4°C.	1.305

State: White, deliquescent crystals.

Solubility: Soluble in water, alcohol and acetone.

Uses: Ammonium thiocyanate undergoes rearrangement when heated under various conditions and yields thiourea and guanidine thiocyanate.

Aqueous solutions of ammonium thiocyanate have a swelling action on cellulosic and animal fibers and have been used to improve the affinity of textile fibers for dyestuffs. NH_4SCN has been used extensively in the finishing trade in the application of indigosol and algosol colors by the thiocyanate-chromate steaming method. It has been used as an inhibitor to protect the shades of certain sensitive dyestuffs from the action of copper in dyeing equipment.

It may be used as a raw material for the production of resinous condensation products upon reaction with formaldehyde. Derivatives have been used as accelerators in the production of urea-formaldehyde resins.

The thiocyano group is incorporated in many types of organic compounds to make products having powerful insecticidal properties.

In the metal finishing industry thiocyanates are used in the production of "black nickel" coatings. Its corrosive action on iron is utilized in pickling compositions.

Lubricating compositions have been prepared making use of thiocyanates for their special properties.

The application of ammonium thiocyanate for the destruction of weeds has proven a highly effective and economical measure. It is used also for control of potato wart infestation. Employment of thiocyanate solutions has hastened the reddening of apples. Stimulation of plant growth has resulted from certain treatments.

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✓ *In these days of exiguous supply of heretofore necessary materials, there is a bigger-than-ever need in all kinds of enterprises for special, expert advice and assistance for the finding of materials which will carry a process or a formula from the heretofore to the now. Perhaps the finding of another process or formula is called for. That sort of thing—finding this-day materials, processes, or formulas—is what the scientific and professional services adjacently offered are to be consulted for.*

Orthochlorophenol. — Raw material situation factor in limiting supplies. Prices without alteration.

Orthocresol. — Material subject to complete allocation system under order covering phenols. Prices firm.

Orthodichlorobenzene. — Withdrawals steady, and market firm.

Orthonitroanilin. — Business brisk. Prices unchanged and tone firm.

Orthonitrotoluene. — Market tight, demand steady and prices unchanged.

Orthotoluidin. — No slackening in demand, while prices held the same.

Parachlorophenol. — Consumers made steady replacements. Prices held firm.

Paranitroanilin. — Selling limited to regular channels as a rule.

Paranitrophenol. — Firmness characterized dealings, with shipments well maintained.

Paratoluidin.—Active inquiry. No change disclosed in the prices.

Phthalic Anhydride.—Defense demands broad, and civilian business usually allocated. Prices held firm.

Thiocarbanilide. — Active demand. Prices lacked change and tone was firm.

Toluidin.—Shipments well sustained. Prices without change.

Xylidin. — Market position tight. Prices held at previous levels.

Coaltar Colors

Heavy defense and civilian demand kept market for various coaltar colors under pressure. The scarcity of certain basic raw materials, which go directly into the defense program, continued the principal factor in limiting output of many basic dyestuffs. Sellers, however, were endeavoring to take care of all civilian requirements. Export inquiries were active, but sellers were not able to take all this business in view of domestic conditions. Prices were well sustained.

Sentimental pastels are highlighted in the advance silk collection for Spring 1942, according to the Textile Color Card Association. In this group are peal white, tender green, sweetheart pink, nosegray yellow, moonlight mauve, caress blue, melody yellow, antique cream, miniature green, romance coral, love blue and dream grey.

Resale Market

A further dearth of offerings was evident in the resale market for coaltar chemicals last week. It was most difficult to locate any offerings of phenol, which has now been placed under complete allocation. Bids range anywhere from 35c. to 45c. per pound. If any phthalic anhydride could be obtained prices ranged from 48c. to 60c. per pound. Scattered offerings of salicylic were anywhere from 65c. to 80c. per pound for technical grade. No supplies of anilin oil appeared. Toluol held around 50c. per gallon. Flake naphthalene ranged from 12c. to 14c. per pound.

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Argentine and Domestic Casein Both Register Advances —General Market Little Changed—Tightness Reported—Hide Glue Demand Very Heavy—Rosin and Turpentine Firmer

Argentine and domestic casein both were revised upward last week as tightness more and more continued to dominate the market. There were but few offerings of the imported product, the difficulties encountered in obtaining shipping facilities cutting into the supply in this country. Large amounts of the Argentine product were going to Japan and Great Britain.

The general market last week showed little change from that of the several previous weeks. In the pigments division zinc oxides, titaniums and lithopones remained very scarce, with sales allocated. Production of lead oxides was believed adequate but the market was feeling pressure of very heavy demand. Dry colors were in good call, with certain materials, notably those of cadmium and chrome origin, being very scarce. Carbon black movement began to pick up following several previous weeks of slowness.

Hide glue demand remained very heavy, with production running far behind consumers' needs. A firmer tone developed in the Southern and local markets for rosin and turpentine. Demand showed some increase and the trend of prices was mainly upward. Buying was stimulated by the steady shrinkage in stocks and by prospects of a further decrease in arrivals in the near future as well as by the movement to secure an increase in the Government loan rate for the next season.

Metallic Lead and Zinc

The price of pig lead was unchanged at St. Louis and New York last week. Demand continued very heavy with customers requirements for November estimated about 95 percent covered, and December about 25 percent taken care of. Shipments of slab zinc were smaller during the week as tightness in the market became more apparent. The metal was in good demand but sales were strictly allocated. Price was steady and unchanged.

Lead. — Prevailing spot prices at New York, St. Louis and London for the period from November 8 to November 14, inclusive, were as follows:—

	Pigs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0585@.0590	$0.0570	..* .. ..
Monday	.0585@.0590	.0570	.. .. ..
Tuesday	.0585@.0590	.0570	.. .. ..
Wedn'sd'y.	.0585@.0590	.0570	.. .. ..
Thursday.	.0585@.0590	.0570	.. .. ..
Friday	.0585@.0590	.0570	.. .. ..

* London exchange closed.

Zinc. — Prevailing spot prices at New York, East St. Louis and London for the period from November 8 to November 14, inclusive, were as follows:—

	Slabs		
	Per pound		Spot. London. Per ton
	New York.	E. St. Louis.	£ s. d.
Saturday	$0.0865	$0.0825	..* .. ..
Monday	.0865	.0825	.. .. ..
Tuesday	.0865	.0825	.. .. ..
Wednesday	.0865	.0825	.. .. ..
Thursday	.0865	.0825	.. .. ..
Friday	.0865	.0825	.. .. ..

* London exchange closed.

Price Changes

Advanced

Casein, dom., 1c. per lb.
imp., Argentine, ½c. per lb.
Rosin, gum, 6c. to 12c. per 100 lbs.
Turpentine, gum, 2c. per gal.

Reduced

None

Comparative Values

Index numbers compiled from eleven typical paint and varnish materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
137.9	137.9	137.9	126.8

Market news that may have developed after this report was sent to press will be found on page 4.

Pigments

Antimony White. — Good demand. Price steady.

Blue Lead.—Fair call. Quotations unaltered.

Flake White.—Demand steady. Price firm.

Litharge.—Market somewhat tighter. Most demands being met. Price steady.

Lithopone.—Market remained very tight. Movement small. Price steady.

Red Lead.—Firm and unchanged. Demand large, with offerings well maintained.

Titanium Pigments.—Sales allocated. Market tight. Prices steady.

White Lead.—Fairly large movement. Offerings routine. Quotations unaltered.

Zinc Oxides.—Sales strictly allocated. Prices firm. In Canada, a zinc oxide committee has been formed to allocate supplies for the most essential purposes.

Fillers and Extenders

Asbestos. — Shipments continued to run far ahead of last year. Current demand is good. Prices firm.

Asphaltum.—Good movement. Prices steady.

Barytes. — Demand heavy. Price steady and unchanged.

Blanc Fixe.—Movement better than

Gypsum

Production of calcined gypsum in the third quarter of 1941 totaled 1,099,244 short tons, a 13 percent gain over the similar period of 1940 when output was 969,578. Production during the first nine months this year totaled 2,890,731 short tons, 20 percent higher than the 2,416,551 registered in the similar period last year.

Calcined gypsum output for industrial, or manufacturing uses totaled 41,569 short tons in the third quarter this year, against 29,880 in the same period of 1940. Distribution was 12,720 tons for plate glass and terra-cotta works, 38 percent over the 9,243 in the third quarter last year; 6,921 tons for pottery works, 37 percent over the 5,034 of July-August, 1940; 3,200 tons for dental and orthopedic plasters, 36 percent higher than the 2,355 of the third quarter of 1940, and 18,728 for other industrial uses, 42 percent higher than the 13,218 of the third quarter last year.

Current prices on paint, varnish and lacquer materials are given in the alphabetical list of prices beginning on page 9

Association meetings:—

Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

HOOT MON! PARANOL 25

FOR A MON WI' AN EYE TO LOW COST PRODUCTION

Paranol 25 is a bonny buy . . . and the quality would truly surprise a mon wi' a searchin' pair of eyes!

And listen, mon! The way it works wi' softer oils will make your heart do a highland fling for glee. — Sshish! A sample and data dinna cost ye nothin'.

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PARAMET CHEMICAL CORPORATION
MANUFACTURERS OF SYNTHETIC RESINS
44TH AVENUE AND 10TH STREET • LONG ISLAND CITY, N. Y.

A top-notch toner or self shade for paints and stains

Very soluble—very strong tinctorially—hence *very* good money value! Calco Oil Red N-1700 ranks as a first-rate color for varnish, shading lacquers, paints and wood stains—and is available in special types for many other uses. Dependably uniform because of Calco's thorough control, beginning with our own intermediates.

Other Calco Oil Colors Include:

Oil Black 8603 — Oil Orange Y-293
Oil Yellow 7463 — Oil Orange 7078-V
Oil Blue B-5199 — Oil Scarlet II
Liquid Oil Black 9096

Write today stating your requirements, and working samples to meet your needs will be sent without charge.

CALCO CHEMICAL DIVISION
AMERICAN CYANAMID COMPANY
BOUND BROOK Calco NEW JERSEY
Boston • Philadelphia • Providence • New York • Charlotte • Chicago

normal. Demand good. Quotations unaltered.

Charcoal.—Shipments heavy. Price firm.

China Clay.—Demand well maintained. Shipments large. Price firm.

Diatomaceous Earth.—All grades in good demand. Prices steady.

Fullers Earth.—Movement routine. Price steady.

Graphite.—Ordering at previous levels. Shipments fairly large. Prices firm.

Mica.—Market a bit tighter. Quotations steady.

Rottenstone.—No new developments. Demand fair. Price steady.

Talc.—Good call. Inquiries more numerous. Prices steady.

Whiting.—Demand well maintained. Prices steady.

HOW TO PULL MORE PROFIT OUT OF YOUR PAINT !

NOT rabbits out of your hat, but *profits* out of your paint! That's the sort of magic you can perform when you treat your paints with

FRITZSCHE BROTHERS' PAINT DEODORANT No. 5

By using this proven deodorant you can give the consumer the type of paint he has been waiting for *and will buy*—namely, one *without objectionable odor.* The cost is negligible—1 lb. of "No. 5" effectively masks 400 gallons of the average paint. Write for particulars TODAY.

FRITZSCHE BROTHERS, Inc.
PORT AUTHORITY COMMERCE BLDG., 76 NINTH AVENUE, NEW YORK, N. Y.
BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.

Lacquer Materials

Shortages in a number of important lacquer materials and solvents continued last week. Increasing defense needs drained a large proportion of available supplies. No immediate relief was looked for in this respect, and predictions were that the situation would tighten further before any worth while improvement took place. Domestic and export inquiries for acetone remain heavy. Butyl acetate was in active demand. Dibutyl phthalate continued in limited supplies as defense requirements absorbed a good portion of the output. Ethyl acetate and ethylene dichloride were in short supply. Tricresyl and triphenyl phosphate position lacked any improvement. Prices held at previously established levels.

September production of nitrocellulose sheets, rods and tubes amounted to 1,479,51 pounds, compared with 1,093,286 pounds in September a year ago. For the first nine months this year output aggregated 12,010,103 pounds, as against 9,649,540 pounds in the corresponding period a year ago.

Acetone.—Defense needs continued broad, and market position tight. Prices firm at ceiling levels.

Butyl Acetate.—Business moderately active, and prices without change. September production of sheets, rods and tubes totaled 754,786 pounds, compared with 585,441 in September, 1940, and for the first nine months output aggregated 6,102,705 pounds, against 4,529,339 pounds in like period year ago.

Dibutyl Phthalate.—Supplies limited, demand active for defense purposes. Prices remain firm.

Ethyl Acetate.—Material in short supply, inquiries brisk. Prices underwent no revision.

Ethylene Dichloride.—Tighness characterized the market. No change disclosed in the quotations.

Isopropyl Acetate.—A steady buying movement continued, and selling was usually restricted. Prices were firm.

Tricresyl Phosphate.—Defense needs continued prime factor in limiting supplies. Prices failed to change and tone held firm.

Triphenyl Phosphate.—Inquiries active, and shipments moved at a brisk pace. Prices held at previous levels.

Naval Stores

An improved tone was noted in primary and local markets for rosin and turpentine last week. Business showed some increase. The improvement was not very pronounced but buying interest was stimulated by the movement now under way to secure an increase in the government loan to producers for the coming season. Sentiment was also improved by the steady strengthening of the statistical position of both rosin and turpentine. Stocks of turpentine are small and diminishing and supplies of rosin in the hands of the government as well as other holders are decreasing more rapidly than many in the trade had expected. Not a little of this decrease in supplies of rosin is attributable to shipments abroad under the Lease-Lend Act but it is also regarded by some in the trade as evidence that consumption in this country is steadily expanding and is now running well ahead of this time last year, with the indications apparently pointing to further expansion as defense activity spreads.

Weather conditions over the South were more favorable for operations in the woods, less precipitation being reported. On the other hand temperatures were lower and the movement to market continued light or moderate. Offerings of some grades of rosin at Savannah showed a decrease. Plans are getting under way in some sections for next season but nothing of value as to the probable production will be available for some time to come. According to advices from an authoritative source exports of rosin from Mexico during the second quarter of 1941 were 424,761 kilograms, more than half of which was shipped to the United States; turpentine exports were 871.552 kilograms, including 652,689 to this country.

Turpentine.—The market here was firmer last week, influenced by an upward trend of prices in the primary center. Local business did not show much snap but an increase was noted in some quarters in the request for small or moderate lots for prompt shipment.

Savannah, Nov. 14.—Following is a record of the turpentine market for the week:—

	Gallons Cents.	Gallons Sales.	Barrels Receipts.	Barrels Shipments.	Barrels On hand.
Saturday*	..	..	..	..	..
Monday	71½	5,050	248	161	8,058
Tuesday*	..	..	..	..	..
Wednesday	72¼	14,650	359	102	8,305
Thursday	72½	7,200	177	92	8,390
Friday	72½	3,150	105	110	8,385

* No trading.

Jacksonville, Nov. 12.—Turpentine stock 5,698 barrels.

Pensacola, Nov. 8.—Turpentine stock 7,960 barrels.

Chicago—Nov. 14

Turpentine more active. Five-drum lots, 84c. per gallon; five wood barrels, 89c.; single drums, 87c.; single barrels, 92c.

London, Nov. 14.—Turpentine, 68s. 6d. per cwt.

Rosin.—Purchasing in the local market was still generally along conservative lines, but an increase was noted in the request for small or moderate lots of all grades. The trend of prices was upward in company with the market in the South where offerings were comparatively light.

Savannah, Nov. 14.—Following is a record of the rosin market for the week:—

	Price per unit—Low of range quoted *Sat.	Mon.	*Tues.	Wed.	Thurs.	Fri.
B	...	$2.48	...	$2.48	$2.54	$2.56
D	...	2.50	...	2.52	2.54	2.58
E	...	2.50	...	2.55	2.58	2.58
F	...	2.50	...	2.55	2.58	2.58
G	...	2.48	...	2.51	2.55	2.57
H	...	2.48	...	2.51	2.55	2.57
I	...	2.48	...	2.51	2.55	2.57
K	...	2.50	...	2.53	2.55	2.58
M	...	2.60	...	2.62	2.63	2.65
N	...	2.70	...	2.69	2.72	2.73
WG	...	2.78	...	2.81	2.86	2.88
WW	...	2.92	...	2.94	2.99	3.00
X	...	2.92	...	2.94	2.99	3.00
	Barrels					
Sales	...	423	...	1,255	341	321
Receipts	...	249	...	1,226	372	329
Shipmts.	...	100	...	537	1,000	3,093
Stocks	...	...	...	...	...	71,263

* No trading.

Jacksonville, Nov. 12.—Rosin stock 263,295 barrels.

Pensacola, Nov. 8.—Rosin stock 17,342 barrels.

Chicago—Nov. 14

Rosin active. Five-drum lots:—B grade, $3.78 per 100 pounds net; G, $3.78; M. $3.90; W.W., $4.22.

London, Nov. 14.—Rosin, W.W., 33s. per cwt.

Other Naval Stores

Pine Oil.—Output moving steadily on contracts. Resale oil scarce. Quotations nominal.

Pitch.—Demand good. Local stocks small. Market firm.

Rosin Oil.—Quotations generally stationary. Trade fairly active.

Tar.—Steady contract movement. Market firm.

Shellac

Excellent demand characterized operations in the shellac market during the past week. The call was somewhat broader than it had been and the outlook for sustained consumption was called good. Calcutta was reasonably steady and seemed to be fairly stable. Reports from India state that the Agricultural Marketing Adviser to the Government of India has undertaken the grading and marking of seedlac in the first instance, and has drawn up a set of rules known as the "Seedlac Grading and Marking Rules, 1941." Adherence to the rules is not compulsory.

No provision for indicating the bleach index on the labels has been made. Seedlac exported to the United

MM&R ODOR NEUTRALIZERS
For Paints, Varnish, Inks, Polish, Oils and Insecticides
When your problem is how little, not how much, you can spend for a perfume oil or neutralizer, M M & R can serve you well.
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GILSONITE
SUPER SELECTS
Low Viscosity Type. MP 275° F. Extremely Uniform.
ALLIED ASPHALT & MINERAL CORP.
217 BROADWAY, NEW YORK FACTORY: DUNELLEN, N. J.
Agents and Warehouse Stocks in Principal Centers

CHROME OXIDE
CHROME TETRA HYDROXIDE
CHROME GREENS
•
VITRO MFG. CO.
Pittsburgh, Pa.

Shawnee
DRY COLORS
"Color Content Guaranteed"
Chrome Greens
Chrome Yellows
Toluidine Reds
Para Reds Iron Blues
Cadmium Colors
Lake Colors
Ultramarine Blue
KENTUCKY COLOR & CHEMICAL CO.
Incorporated
General Office and Works
LOUISVILLE, KENTUCKY
Offices and Agents in Principal Cities
Distillers of Coal Tar Products

TUBES - ½" x 4" - ¾" x 4" - 1" x 5"
CANS - ½ Pints - Quarts - Gallons

Lithographed Tubes to your own Design, Labels printed from your own plates or supplied by you. Choice of several stock labels imprinted with your trade name and company name. Necessary requirements reasonable.

Prices, owing to our enormous production, very attractive.

Sheffield
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VANADISET
TRADE MARK REGISTERED
Plastic Resin
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LACQUERS
A Product of
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122 EAST 42ND ST., NEW YORK CITY

STEEL DRUMS
WE BUY
SELL and
Recondition
Acme Steel Drum Company
560 Ferry Street
Newark, N. J.

States is a special grade with a high bleach index so the effect on exports to the United States will not be great.

Driers

The demand for palmitates and stearates continued to hold to good levels during the period under review. The market continued tight and offerings were curtailed. Prices were firm and unrevised.

Dry Colors

Alkali Blue Toner.—Demand good. Price steady and unchanged.

Bone Blacks.—Satisfactory movement reported. Quotations firm.

Carbon Blacks.—Domestic sales expanded during the week, following several weeks of falling off. Exports also were at a higher level, continuing the trend of the past several months. Chief recipients of these exports were Russia and Great Britain.

Carmine No. 40.—Demand was well maintaned at previous levels. Prices were steady and unrevised.

Cadmium Colors. — Demand very heavy. Little material available. Production curtailed by leading producers due to inability to obtain sufficient amounts of the raw materials. Prices steady and unchanged.

Chrome Colors. — Movement slow due to tightness. Prices steady.

Iron Blues.—No new developments. Prices firm.

Iron Oxides.—Demand, offerings, prices at previous levels.

Lithol Toners.—Movement large. Inquiries more numerous. Prices firm.

Mercuric Oxides.—Steady call. Price firm.

Ultramarine Blues. — Contract movement unchanged. Prices firm.

Vermilion.—Quicksilver material in good demand. Price firm.

Synthetic Resins

Tightness continued to feature the market for synthetic resins last week. Scarcity was reported in most materials and offerings were generally curtailed. Ester gum movement was fair. Prices were steady and unchanged.

Varnish Gums

There were no changes in prices on natural resins last week. The market was firm both here and at primary points. Shipments to this country were well maintained, with supply here believed adequate for normal needs.

Bronze Powders

Aluminum powders and pastes were in heavy demand last week but there was little available for non-defense use. In Canada, aluminum powder is being rationed and aluminum paint will be available only for the aircraft, munitions and shipbuilding industries after stocks on hand have been sold.

Glues and Binders

Casein.—Domestic material was up 1c. per pound last week to a range of 29c. to 30c. per pound. Imported product was at about 22½c. to 23c. per pound, c.i.f., which was an advance of ½c. There were only scattered offers of the Argentine product, with most of the production going to Japan and England.

Glues.—Market very tight. Hide glue production is insufficient to meet consumers requirements. Prices steady and unrevised.

Resale Market

There was a fair amount of activity in the resale market for paint and lacquer materials last week. Sales were reported mostly for small-sized lots, but were believed large in the aggregate. Offerings were noted at following levels:—Ethylene dichloride, 28c. per pound; ethyl acetate, 26c. per pound, and ethyleneglycol, 24c. per pound.

Martin N. Jensen, former assistant treasurer of the Paraffine Companies, Inc., has been appointed new general manager of the Vitrefrax Corporation, manufacturers of quality fire brick and other refractory products, Los Angeles.

Rubber Processors To Report Inventories

—Continued from page 3

ports showing clearly the reasons for the change. All reports are to be filed with the rubber products branch of the Division of Civilian Supply of the Office of Production Management. In any case where it appears that a change in ratio of distribution was "not justified or proper," the order said, OPM will take "such action as it may deem appropriate."

The month of July was selected as a base because it was the month General Preference Order M-15 became effective and rubber rationing began. Under Order M-15, each processor was required to cut his crude rubber consumption in July to 99 percent of his monthly average during the twelve months ended March 31, 1941. Using the same 12 months as a base, consumption subsequently was ordered held to percentages each month below that permitted in July. Plans for extending the program beyond December, when it was scheduled to expire, are now under discussion at OPM.

Synthetic Rubber Plants

Lease agreements for the construction and equipping of two large factories for the manufacture of chemicals needed to make synthetic rubber were reported by the Defense Plant Corporation today. One was with the Monsanto Chemical Company for a $2,200,000 plant in Galveston, Tex., and the other with the Carbide & Carbon Chemicals Corporation for a $3,500,000 plant at Charleston, W. Va.

Lacquer Sales Up

Sales of clear lacquers, pigmented lacquer bases and dopes, and thinners by 158 manufacturers, as reported to the Bureau of Census for the third quarter of 1941 and a comparison with the corresponding period of 1940 were as follows:—

		1941.	1940.
Clear lacquers	gals.	4,342,242	3,022,538
	value.	$5,813,280	$4,107,948
Pigmented lacquers	gals.	4,322,270	3,084,098
	value.	$10,048,711	$6,968,066
Lacquer bases and dopes	gals.	1,032,279	602,420
	value.	$1,141,941	$688,156
Lacquer thinners	gals.	7,599,279	5,008,488
	value.	$5,771,482	$3,576,191
Totals	gals.	17,296,063	11,717,544
	value.	$22,775,414	$15,340,361

Phila. Production Club Greets Federation Head

Philadelphia, Nov. 10, 1941

Two newly-elected officers of the Federation of Paint and Varnish Production Clubs were guests at the regular November meeting of the Philadelphia Club. They were the new president, John F. McMenamin, of Felton, Sibley & Company, this city, and the new secretary, George B. Heckel, jr., also of this city. Guest speaker for the evening was S. Sorenson, technical director for Archer-Daniels-Midland, who spoke on drying oils.

Shellac with Low Wax Content Process Evolved

A process for the production of shellac with a low wax content for use by the electrical industry in the United Kingdom has been evolved by the Indian Lac Research Institute, according to advices to the Department of Commerce, Washington. Manufacturers in Great Britain, it is stated, attach considerable importance to the wax content of shellac, preferring that this be kept below 3.5 percent. By the process evolved, garnet lac with a wax content of only one percent can be obtained from kiri or seed-lac by solvent extraction. The garnet lac is mixed with seed-lac to obtain the desired product.

Lead Output Increase Asked

OPD Washington Bureau
November 10, 1941

The Office of Production Management today called for twenty-four-hour operation, "six days a week and where possible seven," of all lead mines in the country. The mines have been operating on a five-day week.

RED YELLOW **IRON OXIDES** BROWN BLACK
C. J. OSBORN CO., 132 Nassau Street, New York
Established 1889

STEARATES
ZINC STEARATE
CALCIUM STEARATE
ALUMINUM STEARATE
MAGNESIUM STEARATE
Stocks at
● NEW YORK
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ALKYDOL assures you of high performance products
● Now, more than ever, when shortages are causing many troublesome adjustments in formulation, Alkydol products and services will help you in overcoming your problems and in producing sound merchandise.
Formulate with Alkydol Products
SYNTHETIC OILS and HARD GUMS
for the varnish manufacturer
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Many specialties for the Printing Ink, Adhesives and Plastic Industries
Write for literature and samples to:
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REPRESENTATIVES IN PRINCIPAL CITIES

TERTIARY BUTYL ALCOHOL
NOW AVAILABLE IN TANK CAR QUANTITIES
Selling Agents for
SHELL CHEMICAL CO.
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10 ROCKEFELLER PLAZA, NEW YORK CITY

Current Market Quotations

Zinc Arsenite—Zirconium

—*Continued from page 29*

Zinc, arsenite, bgs., c.l., dealers, E. of Rockies..lb.	.12 -	—
l.c.l., bgs.....lb.	.12½-	—
Zinc arsenite prices are on a frt. alld. basis to dest., in lots of 96 lbs. or over.		
Carbonate, tech., bbls.....lb.	.14 -	.20
USP, precip., powd., bbls..lb.	.32½-	—
25-lb. dms.....lb.	.37½-	—
kgs.....lb.	.34½-	—
Chloride, tech., fused, dms., c.l., works..100 lbs.	5.00 -	—
l.c.l., works.....100 lbs.	5.35 -	—
gran., dms., c.l., works, 100 lbs.	5.75 -	—
l.c.l., dms., works.100 lbs.	6.50 -	—
USP, 100-lb. dms.....lb.	.30 -	.31
25-lb. jars.....lb.	.36 -	—
solut., 50%, dms., c.l., works, lb.	.0315-	—
l.c.l., works.....lb.	.04¼-	.04½
tanks, works.....lb.	.0250-	—
Cyanide, kgs., works.....lb.	.33 -	.37
Dust, bbls., c.l., dlvd.....lb.	.1035-	—
l.c.l., bbls., f.o.b. works...lb.	.1135-	—
Iodide, N. F., bots.....lb.	4.54 -	—
jars.....lb.	4.40 -	—
Fluoride, bbls.....lb.	.20 -	.25
Metal (see daily quotations in Market report.)		
Oxide, pigment, dom., Amer. process, coml., lead free, bgs., c.l., dlvd..lb.	.06½-	—
l.c.l., dlvd.....lb.	.06¾-	—
bbls., c.l., dlvd....lb.	.06¾-	—
l.c.l., dlvd.....lb.	.07 -	—
leaded, 5%, bgs., c.l., dlvd..lb.	.06¾-	—
l.c.l., dlvd.....lb.	.06¾-	—
bbls., c.l., dlvd....lb.	.06¾-	—
l.c.l., dlvd.....lb.	.06¾-	—
35%, bgs., c.l., dlvd...lb.	.06 -	—
l.c.l., dlvd.....lb.	.06¼-	—
bbls., c.l., dlvd....lb.	.06¼-	—
l.c.l., dlvd.....lb.	.06½-	—
50%, bgs., c.l., dlvd...lb.	.06 -	—
l.c.l., dlvd.....lb.	.06¼-	—
bbls., c.l., dlvd....lb.	.06¼-	—
l.c.l., dlvd.....lb.	.06½-	—
French process, com'l, lead free, bgs., c.l., dlvd..lb.	.06½-	—
l.c.l., dlvd..lb.	.06¾-	—
bbls., c.l., dlvd..lb.	.06¾-	—
l.c.l., dlvd..lb.	.07 -	—
green seal, bgs., c.l., dlvd. lb.	.08¼-	—
l.c.l., dlvd.....lb.	.08½-	—
bbls., c.l., dlvd..lb.	.08½-	—
l.c.l., dlvd.....lb.	.08¾-	—
red seal, bgs., c.l., dlvd. lb.	.07¾-	—
l.c.l., dlvd.....lb.	.08 -	—
bbls., c.l., dlvd.lb.	.08 -	—
l.c.l., dlvd.....lb.	.08¼-	—
white seal, bgs., c.l., dlvd. lb.	.08¾-	—
l.c.l., dlvd.....lb.	.09 -	—
bbls., c.l., dlvd..lb.	.09 -	—
l.c.l., dlvd.....lb.	.09½-	—
imported, gold seal, cks., ex whse..lb.	No prices	
green seal, bbls., ex whse. lb.	No prices	
white seal, cks., ex whse..lb.	No prices	
USP, l.c.l., 50-lb. ctns., 50-lb. dms..lb.	.10 -	—

Lead-free and 5% and 35% leaded zinc oxide in car lots are ½c. per lb. higher delivered Pac. Cst., and in less car lots are ½c. per lb. higher ex whse., Pac. Cst.; 50% leaded is 5.6c. per lb. higher for car lots delivered Pac. Cst.

Palmitate, bbls.....lb.	.24½-	.27½
Zinc, resinate, fused, pale, bbls. lb.	.10 -	—
precip., dms., dlvd.....lb.	.15 -	—
Stearate, tech., precip., bbls., ctns., one ton..lb.	.27 -	—
smaller lots.....lb.	.28 -	—
USP, bbls.....lb.	.30 -	.31
Sulphate, cryst., bgs., c.l., 100 lbs.	3.40 -	—
l.c.l. .....100 lbs.	4.15 -	—
bbls., c.l.....100 lbs.	3.65 -	—
l.c.l. .....100 lbs.	4.40 -	—
flake, bgs., c.l.....100 lbs.	3.80 -	—
l.c.l. .....100 lbs.	4.55 -	—
bbls., c.l.....100 lbs.	4.05 -	—
l.c.l. .....100 lbs.	4.50 -	—
powd., bgs., c.l.....100 lbs.	5.35 -	—
100 lbs.	5.35 -	—
l.c.l. .....100 lbs.	6.10 -	—
bbls., c.l.....100 lbs.	5.60 -	—
l.c.l. .....100 lbs.	6.35 -	—
Sulphide, bgs., c.l. (20 tons), dlvd..lb.	.07¾-	—
l.c.l., dlvd.....lb.	.08 -	—
bbls., c.l., 20 bbls., c.l., (20 tons), dlvd..lb.	.08 -	—
l.c.l., dlvd.....lb.	.08¼-	—
barium, pigment, bgs., c.l., dlvd..lb.	.05½-	—
l.c.l., dlvd.....lb.	.06½-	—
Calcium pigment, bgs., c.l., dlvd..lb.	.05¼-	—
l.c.l., dlvd.....lb.	.05½-	—
magnesium pigment, bgs., c.l., dlvd..lb.	.05½-	—
l.c.l., dlvd.....lb.	.05¾-	—

Car lot prices are ½c. higher delivered Pac. Cst. and less car lot prices are ½c. higher ex whse. Pac. Cst.

Sulphocarbolate, NF, bbls., dms..lb.	.24 -	.29
Zinc-ammonia chloride, dms., c.l., works..100 lbs.	5.65 -	—
l.c.l., works.....100 lbs.	6.70 -	—
Zinc-iron oxide, pigment, bgs., c.l., dlvd..lb.	.05¼-	—
l.c.l., dlvd., except Pac. cst..lb.	.05⅝-	—
ex whse., Pac. cst..lb.	.05⅝-	—
Zirconium nitrate, kgs., works.lb.	3.00 -	4.00
Oxide, crude, 70-75%, gr., bbls., works..ton.	75.00 -	100.00
white, 98%, grd., kgs., works, lb.	1.80 -	2.00

Synthetic Resins

Note:—The list of prices previously printed weekly under the above heading is now printed once a month. The latest printing was in the November 3 issue; the next printing will be in the December 1 issue. Changes in prices—if any—made during the past week are noted in the report on the Paint, Varnish and Lacquer Materials Market which begins on page 41.

Substitute Materials Listed by D. of C.

—*Continued from page 5*

Lead pigments (for paint).—Compounds of titanium, cadmium, chromium, and coaltar intermediates.

Lubricating oil.—Petroleum oil mixed with castor oil and oil from "wild seed found only in Brazil."

Paint oils.—Castor oil, soybean oil, menhaden oil, sardine oil, other fish oils, special types of linseed oil, oiticica oil, re-esterified soybean oil, blends of fish, linseed, and soybean oils.

Potash salts (in cosmetics).—Triethanolamine.

Quinine.—According to a recent report, certain of the "sulfa" drugs (promin and sulphadiazin) may be regarded as important substitutes for quinine and atabrine in the treatment of malaria. The report states that a better drug than either quinine or atabrine is needed, and further study of the "sulfa" drugs is recommended.

Soda salts (in cosmetics).—Triethanolamine.

Steel containers.—Plastic-lined wooden or cardboard containers.

Steel drums (400-pound for asphalt).—Fiberboard drums of 100 pounds capacity.

Talc, French and Italian (for cosmetics).—Californian, Manchurian, and Indian talcs.

Tanning materials, imported.—American forests supply oak, hemlock, sumac, larch, algoraba, quebracho, mangrove, and other tanning materials.

Tapioca.—Cornstarch, potato starch.

Tin cans. — Glass ceramics, waxed paper cartons, bags of chlorinated rubber, flash plating of silver, pigmented lacquers, untinned sheets, thin electrical tin or nickel-tin deposit; (for lubricating oil) rubberized paper bags and cartons are being tested; (for paints and the like) tinned body and terneplate tops and bottom; black steel-plated body and ternplate top and bottom.

Tin tubes.—Lead sheets with tin coating; shift from pastes to powders and pack in glass.

Tinfoil.—Aluminum foil, waxed paper, less tin with lead, avoid use in wrapping.

Tung oil.—Soft oils with phenol-formaldehyde resins or ester gums and glycerin esters (for varnishes and lacquers); special types of linseed oil, combinations of soybean, linseed, oiticica, fish, and castor oils (for paints); dehydrated castor oil (for quick-drying finishes).

Varnishes, oil.—Alkyd resin emulsion paints.

Varnish gums, imported.—Synthetic resins and ester gums from domestic raw materials.

Wall paints, oil.—Alkyd resin emulsion paints.

Zinc oxide (for cosmetics).—Titanium dioxide.

Zinc pigments (for paint). — Compounds of titanium, cadmium, chromium, and coaltar intermediates.

Toronto Production Club Studies Paint Problems

More than forty members were present at the October meeting of the Toronto Paint and Varnish Production Club. Discussions included the scope and extent of the diversion of naval stores to meet defense requirements; difficulties encountered by importers of paint materials, and the correlation of specific shortages and how they affect the raw materials situation at large.

Chi. Production Club Hears C.G. Ollinger

Chicago, Nov. 10, 1941

C. G. Ollinger, of the National Carbon Company, was guest speaker at the November meeting of the Chicago Paint and Varnish Production Club. Illustrating with slides, he listed the four most important reasons for paint deterioration as oxidation, thermo shock, solvent chemical action of water and photo chemical action of light.

Chicago Rubber Group To Hold Christmas Party

The Chicago Rubber Group will hold its annual Christmas party in the Congress Hotel December 19. A committee headed by Bruce W. Hubbard, director of research for the Ideal Roller & Manufacturing Company, Chicago, is arranging the program.

Witt and Ward Form Distributing Firm

Chicago, Nov. 10, 1941

Earl J. Witt, for fourteen years salesmanager for Benjamin Moore & Company, paint products, this city, and Joseph Ward, of Ward-Arbeiter, Aurora, Ill., have formed a partnership under the firm name Witt & Ward. Offices are in the Board of Trade Building.

Trade Briefs

Cleveland Paint, Varnish and Lacquer Association's second annual dinner-dance will be held November 15 at the Cleveland Club.

Ralph Dahl, formerly of the Forman & Ford Company, is now doing resin research for Minnesota Mining & Manufacturing Company.

Johns-Manville Products Corporation is erecting an asbestos mill capable of processing large quantities of asbestos-bearing rock in Chrysotile, Ariz.

Flintkote Company has purchased 75,000 acres of timberland near Meriden, Miss., to insure an adequate supply of insulation board for mill at Meriden.

Lenz Industrial Laboratories, consultant, has acquired a three-story building at 312 Armory place, Louisville. Dr. William J. Lenz is head of the organization.

Frank W. Rowe, general purchasing agent for Johns-Manville Corporation for twenty-three years is among the first to retire under the company's new retirement plan.

Pittsburgh Corning Corporation, an affiliate of the Pittsburgh Plate Glass Company, has developed a transparent glass building black which is said to afford almost window-like vision.

V. W. Moody, sr., product manager of the bag and envelope division of Reynolds Metal Company, has been transferred to Louisville to manage the company's new powder container plant. He will be succeeded by Frank Liebert.

Lawson, Inc., Names Agents

W. B. Lawson, Inc., Cleveland, Ohio, recently appointed sole sales agent by Ferro Enamel Corporation for its wholly owned subsidiary, the Chase Drier and Chemical Company, Bedford, Ohio, now announces the following territorial sales agents:—

The Touraine Chemical Company, 14 Coenties slip, New York; H. R. Hamberg, 6015 Pershing avenue, St. Louis; Oscar J. Friend & Co., National building, Minneapolis, and E. R. Dornoff, 2400 West Madison street, Chicago.

This chart was exhibited in the recent Chicago convention of the National Paint, Varnish and Lacquer Association to illustrate the ramifications of the industry in materials used and products made, on which President Ernest T. Trigg commented in his annual address.

Oil, Fats, and Waxes

Refined Cottonseed Oil Futures Lower in a Quiet Market—Crude Easier—Soybeans Decline—Linseed Oil Reduced Further by Crushers — Business Generally Slow

Quiet conditions continued to prevail in the market for vegetable, animal and fish oils, fats and greases last week. Uncertainty concerning tax and other legislation at Washington made many consumers disposed to adhere to a waiting policy and the same was true of the unfavorable labor situation as well as weakness in the markets for cottonseed oil, soybean and lard futures. Purchases were generally limited to small lots, the movement of such quantities apparently being lighter than in the previous week. In such circumstances the price trend was downward. There were few changes, however, as offerings of many oils and fats were light throughout the week. The November government report put the soybean crop at 111,300,000 bushels, against 79,837,000 bushels last year, adding that there is more than usual uncertainty as to the final outcome of the crop because of the relatively large proportion not yet harvested.

Vegetable Oils

Castor, Dehydrated. — Steady contract movement. New business good. Market firm.

Chinawood.—Firm at recent advance. Inquiry fairly active. Spot supplies light.

Coconut.—Crude inquiry fair. Offerings light. Quotations nominal. Refined steady.

Corn.—Quotations maintained, crude and refined. Offerings continued light. Fair inquiry.

Cottonseed.—Edible oil reduced ¾c. per pound. Demand fair.

Oiticica.—Inquiry fairly active, spot and futures. Tone steady.

Olive.—Supplies small. Business quiet. Tone firm. November 1 condition of California olive crop, 54 percent, according to government, against 76 percent last year.

Palm. — Offerings light, spot and futures. Quotations nominal.

Perilla.—Fair inquiry. Tone firm.

Rapeseed.—Moderate lots in fair request. Prices shaded ⅛c. to ¼c.

Soybean.—Beans irregular and unsettled. Oil trade quieter. Bean crop estimated in November government report, 111,300,000 bushels; last year, 79,837,000. Harvesting delayed by rains; quality lowered.

Wheat Germ.—Quoted $10 to $15 per gallon, according to quantity, the inside figure being for 100-gallon lots.

There was no trading in soybean oil futures on the New York Produce Exchange from November 8 to November 14, inclusive. Following is a price record for the week:—

	Cents per pound in tanks— High.	Low.	Close.
May	...	...	10.50 Nom.
December	...	...	10.50 Nom.

Lard Oil

The market for lard oil retained a firm tone last week, prime inedible being held at 14¼c. per pound. This compared with 8¼c. per pound a year ago and 10c. per pound in 1939. Production of lard oil during the nine months ended with September was 37,349,000 pounds. This compared with 19,778,000 pounds in the corresponding period last year and 15,483,525 pounds in 1939.

Consumption during the period from January 1 to September 30 this year, according to official statistics, was 15,983,000 pounds against 9,198,000 pounds in the same time 1940 and 8,487,159 pounds in 1939. Factory and warehouse stocks at the close of September this year were 4,858,000 pounds against 3,641,000 pounds a year ago and 4,629,256 pounds two years ago.

Price Changes

Advanced

Linseed meal, $1 per ton.
Soybean meal, $5.50 per ton.

Reduced

Copra, 1/10c. per lb.
Cottonseed oil, crude, ¼c. per lb.
Cottonseed oil, edible, ¾c. per lb.
Lard, 15c. to 25c. per 100 lbs.
Lard compound, 50c. per 100 lbs.
Linseed oil, 2/10c. per lb.
Rapeseed oil, ⅛c. to ¼c. per lb.

Comparative Values

Index numbers complied from twenty-three typical oils, fats and greases on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
171.5	171.8	173.8	99.2

Market news that may have developed after this report was sent to press will be found on page 4.

Markets at Other Centers

Chicago—Nov. 14

Vegetable oils quiet.

Coconut.—Refined, edible, 14c. to 14¼c. per pound, drums, car lots; 14½c. to 14¾c., less car lots.

Corn.—Refined, edible, 15c. to 15¼c. per pound, drums, car lots; 15½c. to 15¾c., less car lots.

Soybean. — Crude, November-forward, 10¼c. to 10½c. per pound.

The market for soybeans on the Chicago Board of Trade was active. Following is a soybean price record, per bushel, for the week:—

	High.	Low.	Closing Nov. 14.	Nov. 7.
Cash, No. 2	$1.67¾	$1.60½	...	...
December	1.74⅝	1.61¼	$1.66	$1.74½
May	1.76	1.64¾	1.69⅝	1.75½

San Francisco—Nov. 12

Vegetable oils quiet. Many products scarce.

Coconut.—Business reported for delivery into next year at 6⅝c. per pound, tankcars, f.o.b. Pacific Coast ports, following earlier trading on basis of 6¾c. There is a scarcity of oil for positions running into January. Copra, 4c.

Chinawood.—Quoted 34¾c. per pound, tankcars.

Cottonseed, Crude. — Quoted 11¼c. per pound, tankcars, f.o.b. mills, northern California points.

Babassu.—Nominal at 9⅝c. per pound, tankcars.

Castor, Crude. — Quoted 12¼c. per pound, tankcars, f.o.b. Los Angeles.

Sesame, Crude.—Quoted at 14c. per pound in tankcars, f.o.b. mill, San Francisco Bay area.

Linseed Oil

Flaxseed markets easier. Linseed oil reduced. Meal higher.

Duluth—Nov. 14

Flaxseed.—Good demand for cash flaxseed. Large part of arrivals from Northern sections not eligible for loans owing to damage and high moisture content.

The week's closing flaxseed price range was as follows:—

	Cash.	Dec.
Saturday	$1.77	$1.80¼
Monday	1.77	1.79
Tuesday	...	...
Wednesday	1.73¼	1.76¼
Thursday	1.75	1.78
Friday	1.77½	1.80½

Crop movement in bushels follows:—

	Receipts— 1941.	1940.	Shipments— 1941.	1940.
This week	73,650	40,740	49,140	273,954
Since Aug. 1—	2,751,432	4,505,305	1,958,400	2,936,793

Minneapolis, Nov. 14.—Cash flaxseed in good demand. Offerings moderate. Very little Southern seed coming in. Quality of Northern seed improving. Weather better for harvesting. Some flax snowed under has been salvaged. Country movement light. Oil mills using seed faster than it is received. Futures moderately active. Crushers buying on scale down.

The week's closing flaxseed price range was as follows:—

	Cash.	Dec.	May.
Saturday	$1.83	$1.80	$1.85½
Monday	1.82	1.79	1.84¼
Tuesday	...	...	...
Wednesday	1.79¼	1.76½	1.81½
Thursday	1.81	1.78	1.83½
Friday	1.83½	1.80½	1.85

Crop movement in bushels follows:—

	Receipts— 1941.	1940.	Shipments— 1941.	1940.
This week	177,800	63,000	5,600	19,600
Since Sept. 1	6,091,200	7,038,400	579,400	714,300

Winnipeg, Nov. 14.—The week's closing flaxseed price range was as follows:—

	Cash.	Dec.	May.
Saturday	$1.51	$1.50½	$1.52¼
Monday	1.48½	1.50	1.50½
Tuesday	...	...	...
Wednesday	1.47	1.46½	1.48½
Thursday	1.48½	1.48	1.49¾
Friday	1.47⅞	1.47⅞	1.49½

Buenos Aires, Nov. 14.—Flaxseed, December, 80⅜c. per bushel. Exports this week, 567,000 bushels, including 563,000 to the United States. Total since January 1 as follows:—

To—	Bushels— This year.	Last year.
United States	19,165,000	11,113,000
United Kingdom	2,412,000	5,896,000
Continent	977,000	11,856,000
Orders	...	606,000
Others	1,407,000	1,182,000
Totals	23,961,000	30,653,000

Visible Supply

	Bushels.
Last week	28,843,000
Previous week	26,472,000
Last year	4,331,000

Hull, Nov. 14.—Flaxseed, La Plata, £13⅛ per long ton; Calcutta, £20.

Linseed Oil.—The market remained in an easy position in the absence of any improvement in trade. The trend of flaxseed was downward at times in domestic markets and linseed oil quo-

Current prices on animal, vegetable, and fish oils (under Oil), fats and greases (under Grease) are given in the alphabetical list of prices beginning on page 9

Association meetings:—

Flax Institute, annual meeting, Minneapolis, Nov. 21.
Chemical Show, Grand Central Palace New York, Dec. 1 to 6

STEARIC ACID
Single Pressed and Double Pressed
Available in either cake or flake form
Triple Pressed
IVORY BRAND

RED OIL
(OLEIC ACID)
RUBY OLEINE BRAND (*distilled*)
STAR BRAND
(*saponified*)
CANARY BRAND
(*very pale yellow, especially suitable for best types of dry cleaners' soaps.*)
PROCTER & GAMBLE
MAIN OFFICES
Gwynne Bldg., Cincinnati, Ohio
220 East 42nd St., New York City
Branches and stocks in all large cities

Stearic Acid Oleic Acid Fatty Acids
(RED OIL)
A. GROSS & CO., 295 Madison Avenue, New York, N. Y.
ESTABLISHED 1837 FACTORY: NEWARK, N. J.
ASHLAND 4-8251 CABLE: GROSSRAY

CHINA WOOD OIL
WAH CHANG TRADING CORPORATION
Woolworth Building
New York, N. Y.
SPOT FUTURE

TALLOW
LARD OIL
NEATSFOOT OIL
ANIMAL STEARINE
ACIDLESS TALLOW OIL
INDEPENDENT MFG. CO.
Bridesburg P. O. Philadelphia, Pa.

W.C.HARDESTY CO., Inc.
41 East 42nd Street New York
RED OIL STEARIC ACID
Saponified - Distilled
HYDROGENATED FATTY ACIDS (HYDREX)
Cottonseed Oil Fatty Acids Coconut Oil Fatty Acids
Palm Oil Fatty Acids Corn Oil Fatty Acids
Lauric Acid Specialty Fatty Acids
Glycerine - Pitch - White Oleine
FACTORIES: Dover, Ohio - Los Angeles, Calif. - Toronto, Canada
CALIFORNIA OFFICE: 5636 East 61st Street, Los Angeles
Cable Address: "EPILOGUE"

DISTILLED
FATTY ACIDS
Tallow Fatty Acids
Cocoanut Fatty Acids
Cottonseed Fatty Acids
HYDROGENATED FATTY ACIDS
(Rufat 52)
STEARIC ACID
RED OIL
(Oleic Acid)
WILSON & CO. INC.
WILSON-MARTIN DIV.
SNYDER AND SWANSON ST.
PHILADELPHIA, PA.

tations were reduced two points. The movement of oil to consumers and dealers on unfilled contracts held up well for this period. Demand for cash seed was good in Northwestern markets and the moderate arrivals were well absorbed. The quality of the seed received was reported as better. The country movement was light. The flaxseed crop was estimated by the government as of November 1 at 31,025,000 bushels against 31,900,000 a month earlier and 31,217,000 bushels last year. Unofficial estimates of the new crop in Argentina range from 50,000,000 to 55,000,000 bushels and the carryover from this year is put at around 25,000,000 bushels.

DARLING'S
STEARIC ACID
OLEIC ACID
RED OIL
FATTY ACIDS
DARLING & COMPANY Manufacturers
4203 South Ashland Avenue • Chicago

Minneapolis, Nov. 14.—Linseed oil quieter, spot and futures. Although crushers report decreasing shipping instructions they still have a liberal supply on their hooks and operations at full speed so far have failed to result in any accumulation of oil. Tankcars, f.o.b. Minneapolis 9.3c. per pound, cooperage, car lots, 10.2c.; warehouse lots 10.6c.

Shipments of oil in pounds were as follows:—

	1941.	1940.
This week.....	4,650,000	2,350,000
Since Sept. 1.....	51,700,000	39,700,000

San Francisco, Nov. 12.—Linseed oil quiet. The trading basis for tanks today is around 8.8c. Card quotations follow:—Tankcars, 9.1c.; drum lots, ex-mill, 10c.; drum lots ex-warehouse, 10.4c.

Chicago, Nov. 14.—Linseed oil quiet. Tankcar, 9.3c. pound; drums, car lots, 10.2c.; less car lots, 10.6c.

London, Nov. 14.—Linseed oil, 41s. 6d. per cwt.

Cake and Meal.—An increased movement of meal was noted here. Market firm at $1 per ton advance.

Minneapolis, Nov. 14.—Linseed meal quieter. Weather better. Quoted $35 to $36 per ton, bags, car lots.

Shipments of meal in pounds were as follows:—

	1941.	1940.
This week.....	6,560,000	5,880,000
Since Sept. 1.....	101,490,000	71,521,000

THE BRODÉ CORPORATION
MEMPHIS, TENNESSEE
Domestic and Export
PRODUCTS OF COTTONSEED, PEANUTS and SOY BEANS
Members—Memphis Merchants Exchange (Futures in Cottonseed Meal)
New York Produce Exchange (Futures in Cottonseed Oil)
District Representatives
JAMES LOVATELLI & CO., 2 Broadway, New York City
Codes: Yopps, Robinsons, Bentleys A B C, 5th Edition Peerless

ZINC, U. S. P.
MAGNESIUM
STEARATES
ALUMINUM, Mono-, Di-, Tri-, Stearate
CALCIUM
Uniform Quality, for All Uses
THE CAPITAL CITY PRODUCTS COMPANY, Columbus, Ohio

Cottonseed Oil

Refined oil futures had a downward trend in the local market. Southern markets for cottonseed products were easier in some cases.

Cottonseed Oil.—The trend of refined oil futures in the local market was mainly downward last week although upturns occurred at times on covering of shorts and support from trade interests and commission houses. On the whole, however, there was more pressure to sell than there was to buy as the markets for soybeans, lard, grain and securities weakened while developments in the labor situation were also of a depressing character. Western operators were credited with sales of March and May. The open interest in the market November 12 was 1,775 contracts against 1,740 a week earlier.

Crude oil was easier in parts of the South, with offerings still reported as comparatively light. Reports were current of sales of seed at prices showing a decline of $5 or more per ton as compared with recent quotations. Trade in cash refined oil as well as shortening and spot lard was reported as quiet. The government reported the purchase of 9,812,000 pounds of lard during the week ended November 8. Marketing of hogs in the West was lighter than expected but predictions were heard of a larger movement in the not distant future.

The weight of the hogs received in Chicago during the week ended November 8 averaged 225 pounds against 227 pounds in the previous week. The November government report estimated the cotton crop at 11,020,000 bales against 11,061,000 a month earlier and a production last year of 12,566,000 bales. The quantity of cotton ginned to November 1 was 7,964,325 bales against 9,085,870 bales in the same time last season and 10,079,112 two years ago. The Census Bureau report put consumption of refined cottonseed oil during October at 297,353 barrels against 317,548 last year.

Trading in bleachable prime Summer yellow cottonseed oil futures on the New York Produce Exchange from November 8 to November 14, inclusive, comprised 398 contracts. Following is a price record for the week:—

	Cents per pound in tanks		
	High.	Low.	Close.
January	12.73	12.26	12.50 sale
March	12.89	12.35	12.54@12.57
May	12.78	12.33	12.56 sale
December	12.70	12.30	12.54@12.55

Crude, Southeast, 11¼c. nom.

Hull, Nov. 14.—Cottonseed oil, refined, 36s. 6d. per cwt.; crude, Egyptian, 31s. 1½d.

Cake and Meal.—A somewhat larger movement of meal was reported in the South. The tone was easier.

Markets at Other Centers

Atlanta—Nov. 12

Crude cottonseed oil 11¼c. to 11⅜c. per pound; 8 percent meal $39 to $39.50

TO OBTAIN . . .

The highest grade alkyd resins, use Woburn Fatty Acids (Linseed, Soybean, Cocoanut, Cottonseed, etc,). They are more highly refined, purer, are uniform and are shipped in suitable containers to prevent contamination.

To obtain a superb alkyd, colorless and color retentive to an unusual degree, use Woburn Isoline Fatty Acid. No other material produces an alkyd of equivalent color retention and durability.

For a drying oil of superior quality, use Woburn Dehydrated Castor Oil — ISOLINE — (U.S. Patent 1,892,258). White protective coatings made with ISOLINE are lighter and do not "after yellow".

For the Most Durable of All Films Use ISOLINE

For high quality soaps, use Woburn Fatty Acids. Consult our Technical Department for advice on the proper Fatty Acid to be used in making your Special Soaps. The use of Fatty Acids reduces the cost of making soaps.

WOBURN dependable PRODUCTS

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AKRON F. F. Myers Co. | CHICAGO Fred A. Jensen | CINCINNATI C. M. Durbin Co. | CLEVELAND J. H. Hinz Co. | DETROIT C. L. Hueston | MINNEAPOLIS Oscar J. Friend & Co. | MONTREAL Pigment & Chemical Co.
PHILADELPHIA Geo. A. Rowley Co. | PITTSBURGH J. C. Ackerman | ST. LOUIS Nolte Brokerage Co. | TORONTO Harrisons & Crosfield (Canada) Ltd. | WASHINGTON, D. C. Manufacturers Service Bureau
LOS ANGELES — PORTLAND, ORE. — SEATTLE — SAN FRANCISCO Martin, Hoyt & Milne, Inc.

Warehouse Stocks at CHICAGO — CLEVELAND — LOS ANGELES — OAKLAND, CALIF. — SAN FRANCISCO — SEATTLE

per ton. Fertilizer trade quiet; feed fairly active.

Memphis—Nov. 13

Crude cottonseed oil quiet. Few trades at 11¼c. per pound, Valley basis. Mills and buyers mostly indifferent. Meal, 41 percent, $37.50 per ton, Memphis basis, prompt, November, December shipment. Soybean meal $36 per ton, Decatur, November shipment. Soybean oil, 9⅞c. per pound, Decatur. Peanut meal $35.50 per ton, Southeastern mills. Peanut oil 11¾c. per pound, Southeast. Bulk cottonseed hulls $5 to $5.50 per ton, mill points. Cotton gathering about completed this section. Weather now clear and warm. Heavy frost past three days. Closing cottonseed meal quotations on the Memphis exchange were as follows:—

	Nov. 6.	Nov. 13.
December	$37.35@37.80	$36.15@36.50
January	37.50@38.00	36.50@36.75
March	38.25@—	37.25@—
May	38.15@38.50	37.25@37.50

Closing soybean meal futures:—

December	$35.25@35.50	$34.50@35.00
January	35.00@35.25	34.00@34.75
March	35.00@—	34.25@34.50
May	35.25@35.50	34.15@34.50

Fatty Acids

Capric Acid.—Quotations maintained. Tone firm. Demand fair.

Castor Oil.—Demand good. Market firm with raw material.

Cottonseed Oil.—Buying generally conservative. Prices steady.

Myristic Acid.—Trade fairly active. Market firm.

Red Oil.—Steady movement to local and outside buyers. Tone firm.

Stearic Acid.—Trade fairly active. Market firm with crude material.

Chicago—Nov. 14

Fatty acids fairly active. Corn oil, double distilled, 14¼c. to 14½c. per pound, tankcar; 14¾c. to 15c., drums, car lots; 15¼c. to 15½c., less car lots; cocoanut oil, acidulated, 15¾c. to 16c. per pound, tankcar; 16¼c. to 16½c., drums, car lots; 16¾c. to 17c., less car lots; cottonseed oil, double distilled, 13½c. to 13¾c. per pound, tankcar; 14c. to 14¼c., drums, car lots; 14½c. to 14¾c., less car lots; settled cottonseed soap stock, 60-62 percent basis, 3½c. to 3⅝c.; boiled down soap stock, 65 percent, 4½c. to 4⅝c.; cottonseed foots, 50 percent, 3½c. to 3¾c.

Fish Oils

Cod.—Primary offerings light. Quiet here. Quotations nominal.

Menhaden.—Local refined prices steady. Purchasing limited to small lots.

Sardine.—Fair small-lot movement of refined. Market steady.

Seal.—Quiet and steady. Spot supplies small.

Markets at Other Centers

San Francisco—Nov. 12

Sales of several tankcars crude sardine oil in northern California at 59 cents per gallon. Some sellers ask 60c. Southern California processors reported dropped their ideas to 61½c. per gallon. Owing to full moon, fishing boats operating out of San Francisco Bay reported no tonnage week ended November 7. At Monterey, 11,079 tons raw fish brought in. Southern California plants received 775 tons.

Baltimore—Nov. 12

A few tanks crude menhaden oil sold at 58c. per gallon. Some producers holding for higher prices. Fishing operations virtually closed for season. Refined oil steady; light bleached, tanks, 78c. per gallon; drums, 82c.

Fats and Greases

Grease.—Trade quieter. Offerings light. Tone firm.

Chicago, Nov. 14.—Choice white grease, 8¾c. to 9c. per pound.

Lard.—Local cash trade fair. Price changes moderate.

Chicago, Nov. 14.—Following is a lard price range, per 100 pounds, for the week:—

	High.	Low.	Closing Nov. 14.	Closing Nov. 7.
Cash	$9.87	$9.62	$9.87	$9.85
December	10.05	9.52	9.85	9.90
May	11.45	10.92	11.42	11.55

Stearin.—Spot inquiry fair. Stocks light. Tone steady.

Chicago, Nov. 14.—Prime oleo stearin, 9½c. to 9¾c. per pound.

Tallow. — Inquiry fairly active. Offerings generally light. Market firm.

Chicago, Nov. 14.—Prime tallow, 8¾c. to 9c. per pound.

Animal Oils

Degras. — Spot stocks apparently light or moderate. Demand fairly active. Market steady.

Lard.—All grades in fair request. Prices steady.

Neatsfoot.—Raw material in light supply. Oil stocks small. Market firm.

Oleo.—Purchasing generally limited to moderate lots. Quotations maintained.

Tallow. — Market remained firm. Trade fair.

Waxes

Bees.—Reported that African wax begins to move again from Portugal. General easing of the market expected. Current prices held unchanged.

Candelilla.—Firm here in line with strength in the primary market. Local stocks still inconsiderable.

Carnauba.—Spot market quiet. Lull in demand induces occasional profit taking. No general belief that the primary market will yield much ground in nearby future. Major merchants maintaining spot prices, awaiting further developments at the source.

Japan.—Steady to firm and moving in moderate volume at full prices.

Resale Markets

Weakness in the Chicago market for soybean futures was reflected in an increase in second-hand offerings of crude soybean oil with reports current of sales at around 10c. in the West, or ¼c. to ½c. under the quotations of some first hands. Coconut oil remained in light supply with resellers quoting 7¾c. per pound, or ⅛c. above the first-hand price. Chinawood oil was maintained by dealers at the recent advance to 35c. per pound in tankcars, while the first-hand price held at 34¼c.

Soybeans Freights Revised

The New York Public Service Commission has approved an amendment to the freight tariff of the Pennsylvania Railroad establishing a provision providing that soybean meal or soybean oil meal, produced under a prior milling in transit privilege, in carload shipments at Cuba and Olean, will be subject to the rate from point of origin to intermediate rate basing point on soybeans, plus the grain products rate to final destination. Reductions. Effective November 28, 1941.

Beeswax Standards Set By Toilet Goods Ass'n

The board of standards of the Toilet Goods Association has issued a standard for beeswax, and recommends to its membership that purchases in the future be based upon the following standard as a minimum:—

Soap, none; carnauba wax, none; stearic acid, none; paraffin, none; ceresin, none; moisture, must meet test requirements; ash, 0.01 percent maximum; solubility, insoluble in water. Sparingly soluble in alcohol. Completely soluble in hot alcohol, in carbon tetrachloride, in chloroform, in ether, and in fixed or volatile oils. Completely soluble in benzene or carbon tetrachloride at 30° C. (86° F.); emulsifying properties, owing to the lack of satisfactory method for determining emulsifying properties, it is suggested that the individual purchaser specify in all contracts of purchase, that the wax purchased under this specification (T. G. A. Specification No. 9) must produce a satisfactory emulsion.

Northwestern Phosphates Survey Group Named

—Continued from page 5

of Missouri; Arthur M. Miller, director of chemical engineering, Tennessee Valley Authority; Ivan Bloch, chief of the market development section, Bonneville Power Administrator; Dr. E. G. Peterson, president, Utah State Agricultural College, and chairman of the phosphates committee, National Land Grant Colleges and University Association; Dr. William A. Schoenfeld dean, Oregon University; Joel David Wolfsohn, assistant commissioner, General Land Office; A. C. Adams, president, Spokane Bank for Cooperatives, and Dr. Y. F. Yancey, director, Northwest Experimental Station, Bureau of Mines. Goodrich Lineweaver will act as secretary to the committee.

Washington Talks It Over

—Continued from page 5

not in getting the interest of small manufacturers who know they must get defense work or close up shop, but in revising army and navy procurement methods. The services have gone what they feel is a long way to help the farming-out program, but they still think in terms of placing large orders with large contractors and then permitting the contractors to take the headaches of subletting. Odlum is seeking legislation to make further revisions in the buying system, but he has to buck a lot of red tape and gold braid. Most defense officials are not so concerned about the fate of small business as is this former big-time financier.

A.Ph.A. Taxed

The District of Columbia government has placed on the real estate tax rolls the monumental headquarters property of the American Pharmaceutical Association, part of a continuing drive to eliminate tax-exempt institutions throughout the capital. On appeal the A.Ph.A. claimed it is an educational institution, but the D. C. corporation counsel rebutted that to the satisfaction of the commissioners by quoting from the constitution that among its stated objectives are: to improve and regulate the drug market, to encourage proper relations among the profession and the public, to regulate the system of apprenticeship and employment, to restrict the dispensing and sale of medicines, to create and maintain a standard of professional honesty.

Synthetic Rubber Pushed

The threatening crisis in the Far East is hastening plans to produce synthetic rubber on a fairly large scale. RFC has recently financed the construction of several plants and probably will authorize several more. Meanwhile it has just announced agreements for huge plants to produce necessary raw materials — butadiene and other chemicals (see page 3). Such a program was urgently recommended by defense planners—and in OPD editorials—a year ago, but was blocked by Jesse Jones for undisclosed reasons. It may have been conservative banking habits, because synthetic rubber can't begin to compete with natural for most uses on a price basis in anything like normal times, or it may have been because Uncle Jesse thought his Rubber Reserve Company had the situation well in hand and should have no potential competition. At any rate, the lid has been taken off, at least in part, and a sizeable though subsidized synthetic rubber industry is under way.

Closed Shop-Open Policy

The closed shop issue was not settled by the decision of the National Defense Mediation Board in the captive mines case. If this decision had been the first on this subject it might be a precedent, but in earlier cases NDMB recommended a closed shop, or maintenance of union membership which is first cousin to it. The captive mine decision did not reverse these earlier ones but attempted to differentiate the circumstances, so nothing was settled. By this time NDMB probably wishes it had followed the example of the World War labor board in announcing as a policy at the outset that it would not make recommendations altering the status of a union.

Cellophane Subdued

"Wrapped in cellophane" is a phrase which may soon be obsolete for the duration. OPM has forbidden the use of cellophane for wrapping anything except perishables, and its manufacture for any purpose may be impossible in the near future. The official explanation is that cellophane requires the use of chemicals needed in defense. But, it may be connected with a large and rather mysterious army order for dissolving pulp of the type used in making cellophane, an order so large that the only three firms in the country which can fill it are having to "farm out" their other business to competitors. A guess is that this pulp will be used to make explosives, displacing an equal amount of cotton linters.

Sky for Farm Prices

There is a growing possibility of deleting from the price-control bill the Brown amendment, providing that no ceiling be permitted on farm products which would be lower than 110 percent of parity or than the average price of the commodity in the years 1921 to 1929, inclusive, or than the price of the commodity on October 31, whichever is the highest. Several of the members of the banking and currency committee have expressed themselves as in favor of leaving this provision as it was in the original bill, that is, that no ceiling be set for any commodity which would hold the farm price below 110 percent of parity. It is understood that a determined effort will be made on the floor of the house to defeat the broader proposal.

Margarin Production Gained in September

Production of margarin in September totaled 34,215,439 pounds. This compared with 24,803,925 pounds in August and 27,478,458 pounds in September last year, according to statistics compiled by the Bureau of Internal Revenue, Washington. A comparison of September production with that of the preceding year follows:—

	Pounds 1941.	Pounds 1940.
Production of uncolored oleomargarin	*32,867,535	†26,327,721
Withdrawn tax-paid	33,040,147	25,693,306

Ingredients used in the production of colored and uncolored margarin in September, 1941, compared with September, 1940, follows:—

In Uncolored Margarin

	Pounds 1941.	Pounds 1940.
Babassu oil	289,702	331,204
Citric acid	260	.....
Coconut oil	3,492,765	1,067,159
Corn oil	42,760	880
Cottonseed oil	12,507,893	9,940,576
Derivative of glycerin	72,595	61,268
Diacetyl	30	.....
Emulsol	978	.....
Lecithin	16,474	8,303
Margo	.....	593
Milk	6,000,190	5,077,784
Monostearin	14,524	18,077
Neutral lard	541,583	423,286
Oleo oil	1,762,162	1,225,590
Oleo stearin	355,783	281,880
Oleo stearin oil	131,295	.....
Oleo stock	215,448	92,644
Palm oil	885,026	.....
Palm kernel oil	499,392	.....
Peanut oil	181,337	153,366
Salt	1,124,875	1,020,803
Soda benzoate	14,579	9,854
Soybean oil	5,797,112	7,548,595
Soybean stearin	595	.....
Vitamin concentrate	6,485	1,091
Totals	33,953,843	27,262,962
Production of colored oleomargarin	256,824	213,959
Withdrawn tax-paid	55,134	25,432

In Colored Margarin

	Pounds 1941.	Pounds 1940.
Babassu oil	410	.....
Butter flavor	4	1
Coconut oil	81,050	74,647
Color	274	140
Corn oil	16,670	15,084
Cottonseed oil	16,670	15,084
Cottonseed stearin	.....	60
Derivative of glycerin	341	194
Lecithin	39	71
Milk	44,276	39,906
Monostearin	298	252
Neutral lard	2,276	2,732
Oleo oil	33,557	14,156
Oleo stearin	.....	433
Oleo stock	4,421	2,169
Palm oil	19,787	.....
Peanut oil	73	31
Salt	8,447	9,246
Soda benzoate	118	57
Soybean oil	49,509	56,975
Vitamin concentrate	12	2
Totals	261,596	216,156

Note.—The figures for September, 1941, and September, 1940, are subject to revision until published in the Commissioner's Annual Report.

* Of the amount produced, 30,140 pounds were reworked.

† Of the amount produced, 16,307 pounds were reworked.

Pacific Solvents Company, Los Angeles, will erect a new cannery and office building, to cost $5,500.

E. A. BROMUMD COMPANY

—o—

Beeswax
Carnauba Wax
Ceresine Wax
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—o—

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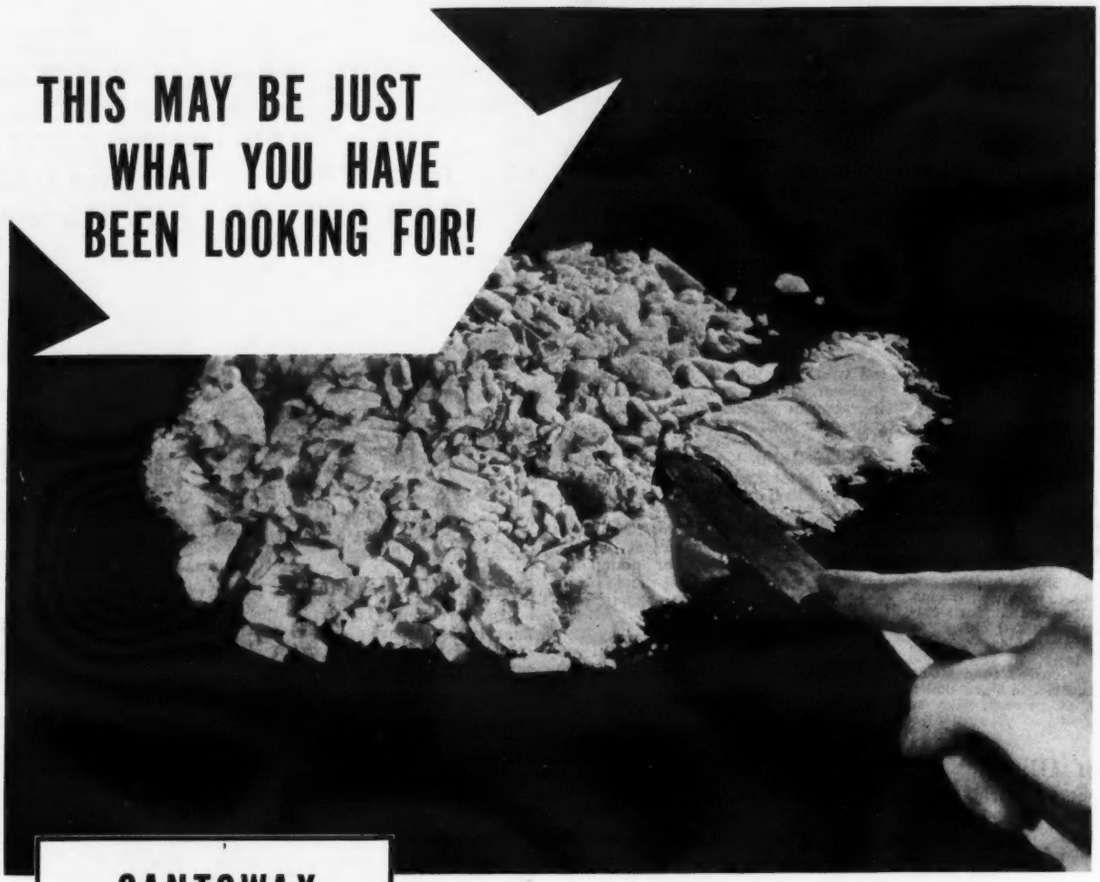

SANTOWAX

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Density @ 25°C . . . 1.097 gm./cc.

Solidification-Temperature (uncorrected):

Primary hold point . . 140°C (284°F)
Secondary hold point . 56°C (133°F)

Distillation Range (uncorrected):

First drop . . . . . 365°C (689°F)
80% point . . . . . 402°C (756°F)

Solubility	Grams Santowax per 100 ml. of solvent	
Solvent	25°C	75°C
95% Alcohol	0.03	1.3
Benzene	5.00	34.0

Suggested Uses

Formed Wax Articles—To improve stability and increase heat distortion point.

Lubricant—In specialized high temperature service.

Plastics—As a plasticizer and lubricant.

Polishes and Waxes—For compounding where a high melting wax of excellent stability is desired.

Plasticizer—As a plasticizer in synthetic coatings and finishes.

Check these qualities of Santowax. It may be exactly the product you have been hoping to find

A yellow, waxy solid, Santowax has: ✓ resistance to high temperatures ✓ a wide range between melting and boiling points ✓ a high melting point ✓ resistance to water.

Supplies are now ample and prices are low enough to make its use profitable in many different fields. Generous samples will be sent on request and our technical staff is at your service. MONSANTO CHEMICAL COMPANY, Phosphate Division, St. Louis, U. S. A. District Offices: New York, Chicago, Boston, Detroit, Charlotte, Birmingham, Los Angeles, San Francisco, Montreal.

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LET'S GO! U.S.A. KEEP 'EM FLYING!

Drugs, Fine Chemicals

No More Methanol for Antifreeze Use—Numerous Solvents on the Rise—Glycerin Active and Firm Under Price Ceiling Influence — Quicksilver Scarce Locally

Substantial advances in a number of solvents, plus a tightening order applied to methanol by the Office of Production Management provided the main features in the market for drugs and fine chemicals last week. Higher prices were named on mixed amyl chlorides, amyl oleate, amyl stearate, normal butyl chloride, diamylene, diamylamine, diamyl phenol, dichloropentanes, and triamyl borate. The methanol order stopped any further use of the material as an antifreeze for internal combustion angines, this in the interest of increasing production of needed plastics.

Alcohol remained strong under heavy demand and needed increase in production did not seem to be at hand. Glycerin settled down to a routine position under the soporific influence of an all inclusive price ceiling. Consumption of methanol and methyl acetone ran on apace and the need exceeded the supply by a wide margin.

Opium and its derivatvies remained steady under normal demand and excellent reserves. Seasonals such as acetylsalicylic acid, camphor, guaiacol, creosote, and the like were under expanding demand in a market where supplies were not adequate. Quicksilver was scarce on spot and little unsold metal existed on the Pacific Coast. Consequently, mercurials were on the strong side.

Acid, Boric.—Consumption at excellent volume in strong market.

Acid, Camphoric. — Offerings conservative. Prices strong and high.

Acid, Citric.—Reasonably quiet now. Major season at end. Situation still strong.

Acid, Tartaric.—Strong, active, and in low reserve. Imports from Argentina, January-May, valued at $73,000.

Alcohol. — Strong, virile market. Heavy consumption pressing production severely. Expansion of output sought. Hawaii using gasoline-alcohol blend as motor fuel. Raw material strength gains steadily under expanding demand.

Amyl Chlorides.—Mixed amyl chlorides rise 1c. Market, tanks, 6c. per pound; drums, car lots, 7c.; less car lots, 8c., all f.o.b. works.

Amyl Ether.—Offered at 8½c. per pound, tanks; drums, car lots, 9½c.; less car lots, 10.2c., f.o.b. works.

Amyl Oleate.—Higher by 6c. per pound. Market, 31c. per pound, works, less car-lot quantities in drums.

Amyl Stearate.—Advanced 7½c. to new basis of 32½c. per pound, less car lots, drums, f.o.b. works.

Argols.—Firm to steady at $108 per 100 kilos tartaric acid. January-May imports from Argentina valued at $1,495,000—winelees and tartar included.

Butyl Chloride.—Normal item advanced 5c. Market, drums, car lots, 25c. per pound; less car lots, 28c. Both f.o.b. works.

Cadmium.—Demand running strong. No let up possible. Production pressed sorely. Prices stabilized by agreement.

Caffeine.—Price stabilization maintained. Demand excellent. Report of new plant persists despite recent denials.

Castor Oil.—Firm to strong prices reflect position of raw material. Demand excellent with trend toward expansion. Castor beans sell at $80 per long ton.

Chicago, Nov. 12.—Castor oil active and firm. Prices are:—Cold pressed, U.S.P., returnable drums, car lots, 13¼c. per pound; drums, less than car lots, 14c.; tanks, 12⅜c.; No. 3, extracted, returnable drums, car lots, 13c.; drums, less than car lots, 13¾c.; tanks, 12⅛c.

Cocoa Butter.—Tending higher but lacking change in firm to firmer market.

Codliver Oil. — Active demand pressed against stocks not too ample. Prices strong. Market free from much competition.

Corn Syrup.—Prices show remarkable stability. Demand active.

Price Changes

Advanced

Acetylsalicylic acid, resale, 5c. per lb.
Amyl chlorides, mixed, 1c. per lb.
Amyl oleate, 6c. per lb.
Amyl stearate, 7½c. per lb.
Butyl chloride, normal, 5c. per lb.
Diamylene, 1c. per lb.
Diamylamine, 3c. per lb.
Diamyl phenol, 1c. per lb.
Dichloropentanes, ½c. per lb.
Ephedrine, 5c. per oz.
Methylsalicylate, resale, 5c. per lb.
Methyl salicylate, resale, 5c. per lb.
Soda benzoate, resale, 20c. per lb.
Soda salicylate, resale, 5c. per lb.
Triamyl borate, 6c. per lb.

Reduced

None

Comparative Values

Index numbers complied from thirty-five typical drugs and fine chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
226.3	226.3	222.9	203.3

Market news that may have developed after this report was sent to press will be found on page 4.

Guaiacol Liquid

The Mexican brothers in John street got the liquid guaiacol order in January, 1917, when the market was $15 per pound. Scarcity had raised prices from $1.70 in August, 1914, but scarcity stood not in the way of the German sales manager determined to get the guaiacol for the Russian Purchasing Commission. He paid up to $17 a pound but he got the guaiacol—or so he said.

He got the guaiacol—or so he said—but had to supply containers and the ship loading in New York harbor for Murmansk was about to sail. So, the last lighter to reach the ship carried a deckload of beer kegs and the ship's manifest read 150 kegs of guaiacol liquid. As the kegs were being loaded, the Mexican brothers and their German salesmanager hustled the Russian Purchasing Commission check to the bank.

Murmansk,weeks later, and a Russian inspector, manifest in hand, samples the American beer kegs described as containing guaiacol liquid. They yielded a limpid, yellowish, oily liquid with an odor crossed with that of stale beer. But it was not guaiacol. The claims that followed were unproductive of relief, since the Commission had accepted delivery as made at New York and paid the bill.

Guaiacol liquid brought $20 per pound before the end of World War No. 1. Today, stocks are scarce but the price has been held to $1.75 per pound compared with $1.65 when World War No. 2 began in September, 1939.

Current prices on drugs and fine chemicals are given in the alphabetical list of prices beginning on page 9

Association meetings:—
N.A.I.D.M. annual meeting, Hotel Roosevelt, New York, Dec. 1 and 2.
Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

KESSCO PRODUCTS

EMULSIFIERS, SYNTHETIC WAXES and OILS

KESSCO PRODUCTS

Pure and self-emulsifying Mono, Di and Tri substituted Glycerine and Glycol Esters

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Stearic, Capric, Lauric, Myristic, Oleic, Palmitic, Ricinoleic, Soybean and Linseed Fatty Acids

also

KESSCOWAX AC
(Acid Emulsifier)

CYCLOFORM
(A Base for Sun Tan Preparations)

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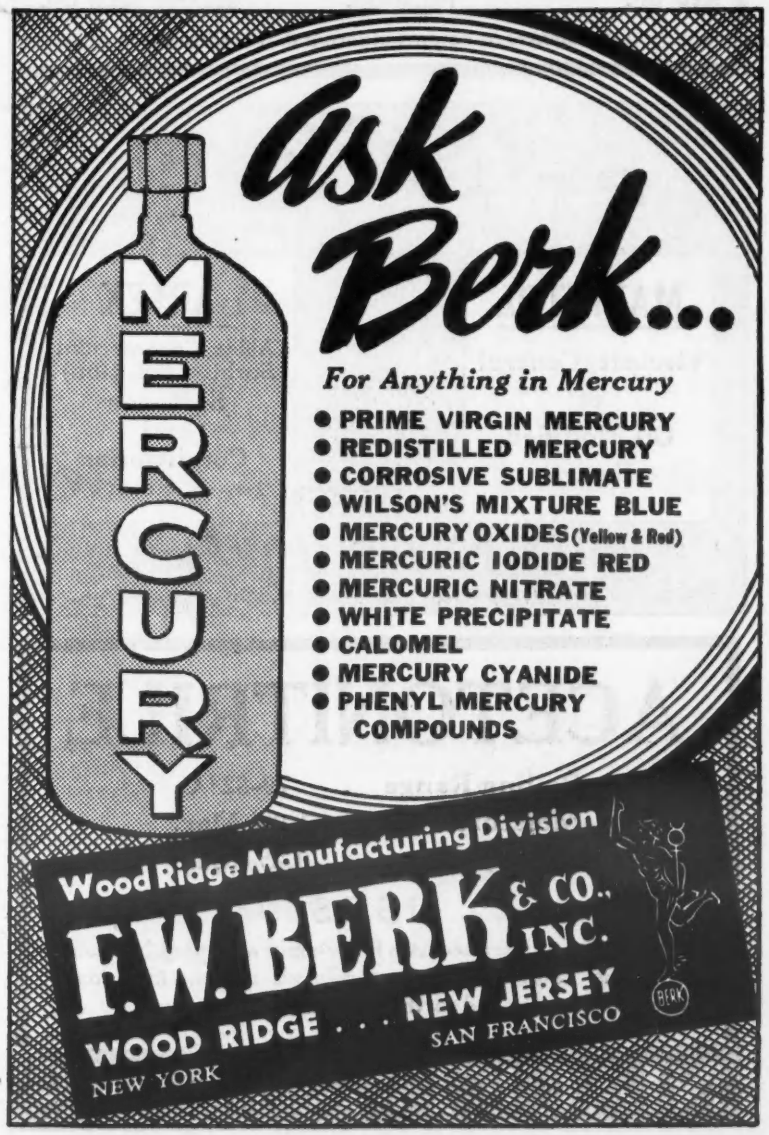

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Viscosity Control of Oil Modified Resins
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Softener and Conditioner
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ACETONITRILE
Boiling Range . 79-82° C.
Moisture . . . 1.0% Max.
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USES
Preparation of intermediates for vitamin and plant hormone synthesis. Solvent for practically all non-paraffine compounds. Samples and further information on request.
NIACET CHEMICALS CORPORATION 4703 PINE AVE., NIAGARA FALLS, NEW YORK

Cream of Tartar.—Producers hold strong prices in well maintained position. Report excellent volume of demand.

Creosote.—Demand gathers force. Finds stocks negligible.

Diamylene.—Higher by 1c. per pound. Market:—Tanks, 9½c. per pound; drums, car lots, 10½c.; less car lots, 11.2c. Prices at works.

Diamylamine.—Up 3c. per pound. Drums, car lots, 50c. per pound; less car lots, 53c. At the works.

Diamyl Phenol.—Rises 1c. per pound. Less car lots in drums, 21c. per pound at the works.

Diamyl Sulphide.—Offered in drums, less car lots, 25c. per pound.

Dichlorpentanes.—Values up ½c. Market:—Tanks, 3c. per pound; drums, car lots, 3.7c.; less car lots, 4.5c. At the works.

Ephedrine.—Natural item, made from ephedra herb, offered as follows: — Alkaloid, anhydrous, 1,000 ounce lots, $1.15 per ounce; 100 ounces, $1.25; 50 ounces, $1.35; 25 ounces, $1.45; single pounds, $1.55; quarter pounds, $1.65. Hydrochloride and sulphate, 1,000 ounce lots, 95c. per ounce; 100 ounces, $1.05; 50 ounces, $1.15; 25 ounces, $1.25; single pounds, $1.35; quarter pounds, $1.45. Synthetic, alkaloid, hemihydrates, 65c. per ounce; anhydrous, 70c. per ounce; hydrochloride, 50c. per ounce; sulphate, 48c. per ounce.

Fish Liver Oils.—Strong, high and scarce. Some improvement reported from Pacific Coast. No quotations made for publication.

San Francisco, Nov. 12.—Low potency A's easier. Still a dearth of higher potencies owing to light catch high grade sharks. Dogfish, used to make lower potency oil, now in very good supply. Producers and handlers are reluctant to quote owing to sensitive condition of market. Considerable business done on bids, which are usually accepted or rejected immediately. Offerings very light.

Formaldehyde.—No limit to demand but definite limit on available supplies. Price ceiling prevails except on deliveries in 40 pound containers.

Glycerin.—Market gradually settles within confines of broad price ceiling on all kinds. Demand excellent without signs of decrease. Ready market for practically everything available.

Chicago, Nov. 12.—Glycerin shows interest and activity. Prices for both chemically pure and high gravity are:—Tankcar, 18c. per pound; drums, car lots, 18¼c.; drums, less than car lots, 18¾c.

Guaiacol.—Stocks at low ebb in strong market. Demand broadens with advance of the season.

Hexamethylenetetramine.—Demand ahead of supply under completely stable prices. No price ceiling set as yet.

Magnesia.—Forward contract business developing broader trend on firm to firmer price basis.

Menthol.—Limited stocks held around $9 per pound for natural item. Production natural menthol from American peppermint oil may start if menthol goes to $12 to $15 per pound. Excellent demand for synthetic technical menthol around $3 to $3.25 per pound. Production depends on continued supply of Java citronella.

Methanol.—OPM bans deliveries of methanol for anti-freeze use. Move intended to increase production badly needed plastic materials. Full OPM order elsewhere in this issue.

Methyl Acetone.—Prominent maker synthetic material reports inability to accept orders from new customers or customers without contract covering their requirements. Demand running high for all kinds of methyl acetone.

Milk Powder.—Little material available for new, prompt delivery business. Values tend upward.

Molasses.—Urgent need for increased quantities blackstrap for alcohol manufacture. Prices strong.

Quicksilver.—Spot stocks negligible. Small lots held around $199 per flask. Statistical data on production, consumption, and stocks, Bureau of Mines figures, to August 31, 1941, follow:—figures, to July 31, 1940, follow:—

	Flasks	
	Production.	Consumption.
1940—July	3,200	2,200
August	3,500	2,100
September	3,600	2,100
October	3,600	2,700
November	3,400	2,900
December	3,700	2,100
1941—January	3,100	2,900
February	2,900	4,700
March	3,500	4,000
April	3,500	3,200
May	3,600	3,500
June	4,000	3,300
July	3,400	3,200
August	4,100	3,600

Consumer-dealer stocks, August 31, 11,600 flasks. Producers' stocks, 557 flasks. Exports, January-July, 1,560 flasks.

San Francisco, Nov. 12.—No reported sales here above $195 per flask through regular channels of trade. Conditions point to another price increase before very long. Inquiries from all sections continue very good. Drop in production with advent of inclement weather in producing regions expected. Some large eastern consumers negotiate for metal direct with mine owners rather than through brokers and agents. Result has placed brokers into a competitive position for the bidding of supplies. This forces more than usual firmness into situation.

Quinine. — Broad, active demand met promptly by leading first hands. Trade volume normal. Prices firm.

Rochelle Salt.—Steady movement into consumption at strong prices. No easing of raw material.

Saccharin.—Production expanded to meet larger needs. Producers indicate buyers get far more than ever before. Prices display stability.

Salicin.—Very firm. In excellent demand. No surplus supply.

Salol.—Stock situation not too good. Market shows growing strength.

Santonin.—Danger of imports stopping makes American production grow in importance.

Seidlitz Mixture.—Producers push efforts to improve supply position. Values show undiminished strength.

Silver Nitrate. — The schedule of prices since the last report prevailed as follows, covering quantities of 100 ounces; small lots from 1c. to 2c. more per ounce and quantities of 500 ounces at about 1c. less. Comparison of prices of bullion in New York and London is also provided.

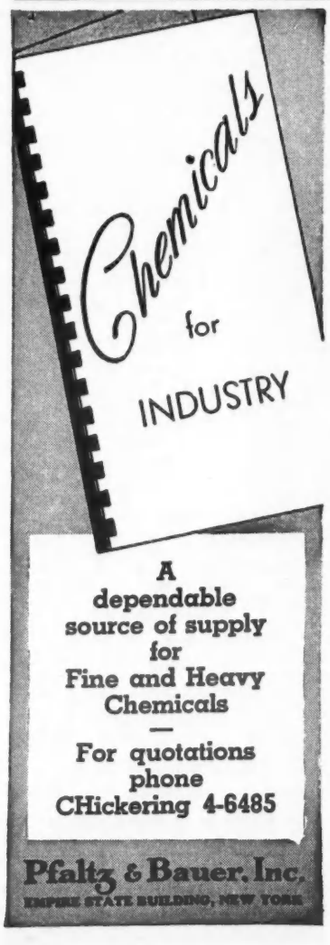
	Per ounce		
		Bullion	
	Nitrate. Cents.	New York. Cents.	London. Pence.
Saturday	24	34⅝	23½
Monday	24	34⅝	23½
Tuesday	24	34⅝	23½
Wednesday	24	34⅝	23½
Thursday	24	34⅝	23½
Friday	24	34⅝	23½

Soda Cacodylate.—None known to be available.

Triamyl Borate.—Higher by 6c. per pound. Less car lots in drums, 33c. per pound, at the works.

Resale Markets

Demand gathered headway as small consumers not operating under contracts faced curtailment of their raw



A dependable source of supply for Fine and Heavy Chemicals
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For quotations phone CHickering 4-6485
Pfaltz & Bauer, Inc.
EMPIRE STATE BUILDING, NEW YORK

materials from normal production sources. While the resale stocks available were not large, they included a fairly wide range of materials that found numerous buyers. A feature was a trend toward bidding for supplies and the tendency of sellers not to give buyers a time limit for refusals. Close with the offering now, or else—was the burden of seller approach to buyers.

Quotations, good only at the time made and noted locally during the period under review, were as follows:—Acetone, 15c. to 20c per pound; acetylsalicylic acid, 85c.; calcium lactate, 31c.; citric acid, 68c.; cream of tartar, 60c.; formaldehyde, 35c. in 40-pound containers; C.P. glycerin, 28c. to 30c.; isopropyl alcohol, 80c. to 90c.; methyl salicylate, 80c.; Rochelle salt, 50c. to 58c.; soluble saccharin, $2.85; salicylic acid, 65c. to 90c.; soda benzoate, $1.05; soda salicylate, 80c.; tartaric acid, 75c.; theobromine, $9.75 to $10.75; theobromine sodiosalicylate, $4.50 to $4.85; cadmium metal, $1.50 to $1.75 per pound.

Magnus Sees Permanency For War-Born Products

American-made products to cope with war-made shortages in essential oils and aromatic chemicals are the goal of Magnus, Mabee & Reynard, said Percy C. Magnus, president of the company, at a trade press dinner to which he was host on November 12, at the Hotel Astor, this city.

J. B. Magnus

Representatives of twenty-two trade publications were entertained in royal but utterly informal fashion at a dinner during which "stuffed - shirt" speeches were banned and at which good-fellowship and banter rode high.

Joseph B. Magnus, vice-president of the company, was master of ceremonies and he keyed the affair with a salty humor and a suave, intriguing wit.

The informal remarks of P. C. Magnus provided the only serious note. In earnest fashion he said that the industry has now the opportunity to create products of permanent worth. It has not only the opportunity but also duty to provide products that shall forever free manufacturers from total dependence on many imported materials. He who creates new merchandise that shall find permanent use after the war will do much to realize that independence, in Mr. Magnus' opinion. And he is convinced that after the war, the mark "Made in the United States" will appear on a host of new and permanent products born of the war.

Neuberg Chemical Names Higbee to Assist Wiles

The Neuberg Chemical Corporation, this city, announces that Don M. Higbee has joined their organization as special assistant to G. M. Wiles, the secretary and treasurer of the company. Mr. Higbee will be engaged principally in their foreign relations.

Mr. Higbee was awarded a scholarship from Northwestern University, Evanston, Ill., and graduated with distinction in 1921. The National City Bank of New York selected him for its foreign training class, and after spending a year and a half at the home office, he served for thirteen years on the bank's foreign staff in China, Japan, Philippine Islands and India. For the past several years Mr. Higbee has been engaged in sales promotion in this country.

Merck Holders to Vote Dec. 3 on Stock Issue

Merck & Co., manufacturing chemists, Rahway, N. J., has called a meeting of stockholders for December 3 to vote on a proposal to issue and sell an additional $5,369,000 four and one-half percent cumulative preferred stock. The sale of the preferred stock will provide additional working capital for the continued expansion in operations and will enable the company to pay off the existing bank loans.

Reed Drug Company, Baltimore, sales in October totaled $213,000, compared with $194,134 in October last year.

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Alkaloids Santonine Spermaceti
Naphthalene Cocoa Butter, U. S. P.
IMPORTERS EXPORTERS

Methanol Distribution Control Tightened

—*Continued from page* 3

methyl alcohol produced for him pursuant to toll agreement.

(5) "Distributor" means any person who has purchased or who purchases methyl alcohol for purposes of resale.

Applicability

(b) Control of the supply and direction of the distribution of methyl alcohol is hereby taken by the director of priorities, and all future transactions of any kind in methyl alcohol are regulated and governed by the provisions and definitions contained in Regulation No. 1 of the Priorities Division of the Office of Production Management, issued on the twenty-seventh day of August, 1941, except as herein otherwise specifically provided.

Defense Orders

(c) Deliveries under all defense orders which have not been assigned a higher preference rating are hereby assigned a preference rating of A-10.

Residual Supply

(d) After providing for all deliveries under defense orders, giving preference among such deliveries in accordance with any preference ratings specifically assigned thereto, producers and distributors shall make deliveries of methyl alcohol in accordance with the following directions:—

Natural Methanol Deliveries

(1) Deliveries of natural origin methyl alcohol to persons who require the same for use as a denaturant for ethyl alcohol and who, prior to delivery thereof, shall have certified to the producer or the distributor (a) that the natural origin methyl alcohol sought will be used (sold, in the case of a distributor) for such use only, and (b) that the quantity sought in any month, together with all quantities on order with other producers or distributors for delivery during such month, does not exceed one-twelfth of the quantity of natural origin methyl alcohol used by such persons for such purpose during the twelve-month period ended September 30, 1941, are hereby assigned preference rating B-4.

Synthetic Methanol Shipments

(2) Deliveries of synthetic methyl alcohol to persons who require the same for general chemical manufacture including the production of formaldehyde for non-defense uses permitted in General Preference Order No. M-25 as amended, and excluding the uses set forth in paragraph (d) (3) hereof, and who, prior to delivery thereof, shall have certified to the producer or the distributor (a) that the synthetic methyl alcohol sought will be used (sold, in the case of a distributor) for such purpose only, and (b) that the quantity sought in any month, together with all quantities on order with other producers or distributors for delivery during such month, does not exceed one-twelfth of the quantity of synthetic methyl alcohol used by such persons for such purposes during the twelve-month period ended September 30, 1941, are hereby assigned preference rating B-4.

Antifreeze, General Uses

(3) Deliveries of methyl alcohol to persons who require the same for antifreeze or general denaturant and solvent uses, and who, prior to delivery thereof, shall have certified to the producer or the distributor (a) that the methyl alcohol sought will be used (sold, in the case of a distributor) for such purposes only, and (b) that the quantities sought, in any month, together with all quantities on order with other producers or distributors for delivery during such month, does not exceed one-twelfth of the quantity of methyl alcohol used by such persons for such purposes during the twelve-month period ended September 30, 1941, are hereby assigned preference rating B-8.

Preference Rating

(4) When a non-defense order for methyl alcohol for a use specified in paragraph (d) (1) and (2) hereof, to which a preference rating has been assigned either by specific certificate or otherwise is offered to a producer or a distributor, it shall be accepted, subject to the same terms and conditions applicable to the acceptance of defense orders set forth in Priorities Regulation No. 1; and deliveries shall be made under such an order in accordance with the preference rating assigned thereto and the delivery schedule specified therein even though deferment of deliveries under non-defense orders, bearing a lower preference rating or no preference rating, previously accepted is necessitated thereby.

Any person seeking to place a non-defense order to which a preference rating has been assigned must make application for acceptance of such order in the first instance to his regular supplier (if a person has several regular suppliers, the order should be divided among such suppliers in accordance with such person's normal method of placing orders).

Reports Required

(e) Reports required by Priorities Regulation No. 1, hereinabove referred to, shall be made at such times and on such forms as shall be prescribed therefor by the Chemicals Section of the Office of Production Management.

Inventory Restrictions

(f) Anything in this order to the contrary notwithstanding, in addition to the inventory restrictions contained in Priorities Regulation No. 1, hereinabove referred to, no person shall accept deliveries of methyl alcohol which will effect an increase (or a further increase) in such person's inventory of methyl alcohol in excess of a thirty-day supply, at the expected rate of use (distribution, in the case of a distributor) thereof.

Carey Properties, Inc. Holdings to Be Sold

Property of the Carey Properties Inc., subsidiary of the Philip Carey Manufacturing Company, Cincinnati, will be offered for public auction December 1 to 3, according to the Cleveland Trust Company and R. A. Malm, trustee under first mortgage deed.

Transparent Materials Uses Narrowed by OPM

—*Continued from page* 5

rosettes, flowers, wreaths and garlands, soda straws, ribbons, household rolls, and gift wrappings.

Users are given 60 days to exhaust stocks now on hand. Suppliers who have already prepared stocks for customers in such a way that they could not be used by persons unaffected by the order are allowed the same time for disposal.

Further studies are being made by the Division of Civilian Supply with a view to extending the curtailment to the packaging or manufacturing of food and tobacco products. Substantial savings already have been made in elimination of scarce materials from the packaging of cigarettes. The thickness of the tin foil used as a wrapper has been halved, thus freeing for the defense program an estimated 16,000 tons of lead and more than 400 tons of tin a year.

American Can Opens Wash. Office for Defense Rulings

OPD Washington Bureau
November 12, 1941

The American Can Company is opening an office here in the Washington building under the direction of A. N. Webb who will act as its special liaison with government agencies and defense authorities. The office will primarily be a clearing house for information on the national defense program, as affecting the company.

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SANGUINARINE
SPARTEINE
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AS IN WORLD WAR I
NOW IN WORLD WAR II

OUR laboratories are answering the challenge of keeping pace with the unprecedented demand for alkaloids, glucosides, and allied drug extractives for domestic consumption and for export to the other countries of the Western Hemisphere.

Our alkaloidal chemists and botanical staff are cooperating with you to the utmost in coping with the present emergency in regard to our supplying this vital group of drug products. The service that we are rendering is backed by twenty-four years of continuous production of alkaloids, World War I experience, comprehensive research endeavors, and extensive manufacturing facilities.

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(Parenthetical figures are the numbers of patents in the United States or other countries, as designated)

Acetoacetorthoanisidide

Dye

New intermediate for making—
- Yellow dyestuffs of the Hansa yellow type, also variations of yellow shades

---

Butyl Borate

(Borate de Butanole, Borate de Butyle, Borate Butylique, Borato di Butil, Borato de Butile, Borsaeuresbutyl, Borsaeuresbutylester, Butanolborat)

Aviation

Fireproofing agent for—
- Airplane fabrics

Ingredient of—
- Fireproofing compositions for airplane fabrics

Chemical

Ester offering the following properties—
- High-boiling liquid
- Hydrolyzes very rapidly in the presence of water, depositing boric acid in finely divided, crystalline form
- Miscible with most organic liquids
- Very stable in the absence of moisture
- Water-white in color

Solvent for—
- Various materials

Disinfectant

Ingredient of—
- Antiseptics
- Disinfectants

Firefighting

Fireproofing agent for—
- Fabrics

Miscellaneous

Solvent for various purposes

Cadmium Dimethyldithiocarbamate

Rubber

Accelerator (U.S. 1436894) in—
- Vulcanizing processes

Fustic

(Bois de Fustet, Bois de Hongrie, Bois Tyrol, Fiset, Fisetholz, Fustet Jeune, Fustete, Fustik, Junger Fustik, Old Fustic, Ungarische Gelbholz, Visetholz, Yellow Brazilwood, Yellow-Wood, Young Fustic, Zantegelbholz)

(Two varieties of fustic are known—(1) old fustic, which is the wood of Chlorophora tinctoria, indigenous to South America, the West Indies, and Central America; (2) young fustic, which is the wood of Rhus cotinus, indigenous to the West Indies and southern Europe)

Textile

Natural dyestuff (dyewood) used in obtaining—
- Brown effects with a chromium mordant
- Orange effects with an aluminum mordant
- Orange effects with a tin mordant
- Scarlet effects with a tin mordant

Guaiac Wood

(Bois de Gaiac, Bois de Gayac, Bois Saint, Franzosenholz, Gayac, Guaiaci Lignum, Guaiacum Wood, Guajacholz, Guajaco, Guajakholz, Heiligenholz, Legno di Guaiaco, Legno Guajaco, Leno de Guayaco, Lignum Guajaci, Lignum Sanctum, Lignum Vitae, Palo de Guajaco, Pockholz, Pockwood)

(The heartwood of Guaiacum officinale, Linn., or of Guaiacum sanctum, Linn., a tree indigenous to Florida, Cuba, Bahama Islands, Antilles, Brazil, Venezuela, and Colombia; it is a very dense, hard wood and is imported in the form of billets or logs and is found in pharmacies in the form of shavings, or turnings, or powder)

Analysis

Starting point in making—
- Guaiacin (a powder used in 5 percent alcoholic solution as a test for oxidases)

Pharmaceutical

In compounding and dispensing practice

Reported useful as—
- Alterative
- Diaphoretic
- Emmenagogue
- Laxative
- Stimulant

Source of—
- Guaiacum resin

Woodworking

Raw material for making—
- Instruments and utensils calling for a very hard, dense wood, such as—
  - Bowls, skittles and ninepins
  - Gears
  - Keels
  - Mallets
  - Mangle parts
  - Press rolls
  - Rolls
  - Rollers, such as wringer and pressure types
- Spinning tops

Indolbutyric Acid

Horticulture

Important as—
- Plant growth hormone

Isobutylene Polymers

Rubber

(Continued from November 10 issue)

Synthetic "rubber" offering, as unvulcanized material, the following characteristics—
- Does not plasticize when worked on a mill or in an internal mixer
- Excellent electrical properties
- Insoluble in alcohols, esters, ketones, and most oxygenated solvents
- Less plastic than natural rubber
- Low molecular weight polymer (10,000 to 12,000) is soft, tacky semi-liquid
- Low water absorption properties
- May be stored indefinitely without deterioration
- Medium (over 70,000) and high molecular weight polymers are water-white, very rubbery substances
- Physical state depends on molecular weight
- Soluble in petroleum and coaltar solvents
- Specific gravity, 0.920
- Tensile strength of higher polymers equal to unvulcanized natural rubber
- Very resistant to ozone, strong acids, bases, and other corrosive chemicals

Synthetic "rubber" which—
- Does not vulcanize by the regular technic employed in the curing of rubber

Textile

Plasticizer for—
- Coatings
- Dressings
- Sizings

(See also "Chemical" and "Mechanical"—many of the applications there listed apply equally to this industry)

Therapeutic

Improver in construction material in making—
- Hospital and drug store sundry goods, such as nipples, douche bags, hot-water bottles, spray devices, pans, gloves, pillows, sheets, sanitary goods, heating pads, cushions, syringes, ice bags, catheters, urinals, trusses, supporters, and innumerable other articles of like application

Water and Sanitation

Improver and modifying agent for—
- Asphalt and asphalt base coating compositions for equipment, such as sewers, soil pipe, mains, cisterns, and so on

---

Sodium Aluminate

(Alluminato di Sodio, Aluminate of Soda, Aluminate de Soude, Aluminate de Sodium, Aluminate Trisodique, Aluminato Sodico, Aluminato de Sodio, Natriumaluminat, Tonerde - Natrium, Tonerde-Natron)

Abrasives

Source of alumina (U.S. 1263607, 1263709, and 1263710 in making—
- Abrasive composition

Adhesives

Process material (U.S. 1248039 and 1378106) in making—
- Adhesive composition

Bituminous Products

Catalyst (Brit. 447930) in—
- Destructive hydrogenation process involving solid carbonaceous materials, for example, coal pastes with anthracenic oil

Building Construction

Hardening agent for—
- Artificial stone
- Plaster

Cellulose Products

Treating agent (U.S. 1133769) for—
- Cellulose preparatory to bleaching

Clay Products

Weatherproofing agent (U.S. 1421888) for—
- Clay

Chemical

Process material in making—
- Alkali oxalates (U.S. 1281118)
- Aluminum hydroxide (U.S. 1215351, 1216371, 1251295, 1251296, 1315045, and 1324328)
- Aluminum oxide (U.S. 1132737, 1191106, 1214991, 1315045, 1394854, 1404083, 1422004, and 1489362)
- Ammonium formate (U.S. 1466626)
- Ammonia synthesis catalysts (U.S. 1206155 and 1489497)
- Calcium oxalate (U.S. 1466626)
- Copper aluminate (U.S. 1195604)
- Formaldehyde (U.S. 1466626)
- Formic acid (U.S. 1466626)
- Hydrogenation catalyst (U.S. 1152591)
- Magnesium aluminate (U.S. 1460699)
- Methanol (U.S. 1466626)
- Potassium aluminate (U.S. 1433290)
- Potassium salts (U.S. 1466626)
- Sodium carbonate (U.S. 1214991)
- Sodium chloride (U.S. 1191106)
- Sodium hydroxide (U.S. 1214991)
- Sodium oxalate (U.S. 1281118)
- Sodium salts (U.S. 1466626)
- Sulphuric acid catalyst (U.S. 1489497)
- Zinc formate (U.S. 1466626)

Purifying agent (U.S. 1439061) for—
- Sodium nitrate solutions

Reagent (U.S. 1129253) for—
- Removing phosphorus from iron vanadate

Dye

Inert base for—
- Color lakes

Electric

Ingredient (U.S. 1326297) of—
- Condenser electrolyte
- Lightning arrester electrolyte
- Rectifier electrolyte

Fats and Oils

Source (French 586931) of—
- Colloidal aluminum in process for improving the viscosity of oils

Firefighting

Fireproofing agent (U.S. 1224145, 1224204, 1224205, 1225414, and 1397858; French 477857) for—
- Cotton
- Fabrics

Fireproofing agent (U.S. 1148013 and 1224205; French 477857) for—
- Wood

Glue

Process material (U.S. 1248039, 1378105, 1378106, and 1490309) in making—
- Vegetable glue

Metallurgical

Deoxidizer (U.S. 1570176) for—
- Iron
- Steel

Ingredient (French 486318) of—
- Soldering flux

Miscellaneous

Impregnating agent (U.S. 1367177) for—
- Bags

Process material (U.S. 1194926) in making—
- Flooring

Treating agent (U.S. 1133769) for—
- Vegetable fiber prior to bleaching

Waterproofing agent (U.S. 1224145) for—
- Fabric

Paint, Varnish, and Lacquer

Inert base for—
- Color lakes

Process material (U.S. 1181588, 1183665, 1195604, 1201093, and 1211346) in making—
- Pigment

Paper and Pulp

Ingredient of—
- Beating solution in recovery of pulp from waste paper (Brit. 4000415)
- Paper size (U.S. 1317619)

Neutralizing agent (U.S. 1929205) for—
- Initial acidity in the beaters

Promoter of—
- Better retention of filler
- Sizing at higher pH values
- White water settling

Source of—
- Floc

Suggested as useful in—
- Assisting in setting the color in paper, pigmented with acid-unstable ultramarine
- Correcting deficiency in alumina
- Improving freeness of stock
- Increasing sizing

Treating agent (U.S. 1300357) for—
- Paper pulp

Plastics

Process material (U.S. 1194926) in making—
- Plastic

Printing

Process material (U.S. 1173907) in making—
- Stereotype matrix

Rubber

Coagulation restrainer (Brit. 397997) in—
- Coating fabrics with flocculent precipitates of rubber

Textile

Mordant in—
- Textile dyeing processes

Water Treatment

Base in—
- Feedwater conditioning
- Internal boilerwater treatment
- Lime-soda softening process
- Process water treatment

Coagulator and precipitating agent (U.S. 1964161) for—
- Silica in Owens lake brine

Process material in making—
- Water-purifying or softening materials (U.S. 1304206, 1343927, 1906163, and 1994682)
- Zeolite (U.S. 1161200, 1208797, and 1263707)

Promoter of—
- Filtration and coagulation

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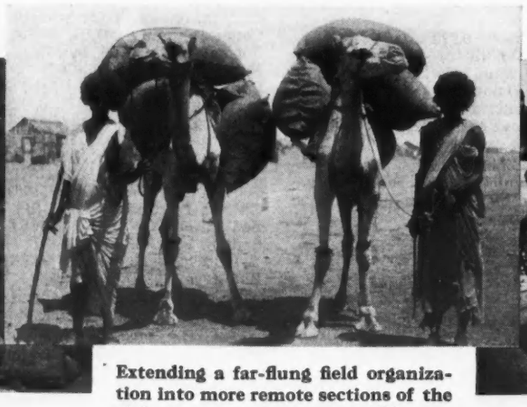
ASAFOETIDA GUM	CUBEB BERRIES	QUINCE SEED
BENZOIN GUM	EUCALYPTUS	RHUBARB ROOT
BUCHU LEAVES	FENNEL SEED	ST. JOHN'S BREAD
CAPSICUM	GINGER ROOT	SENNAS
CARDAMOM	TRAGACANTH	SOAP BARK

Collection depot in South America where Penick's purchasing representatives examine and select the "pick of the crop."



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Native Turkish women assorting and grading Gum Tragacanth. To Penick go the top grades for which higher prices are paid.

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THE WORLD'S LARGEST BOTANICAL DRUG HOUSE

Botanical Drugs, Spices, and Gums

Substantial Buying Raises Spanish Saffron—Fenugreek Seed Gains Strength—Tolu Balsam Rise Extended—Gum Arabic Lower—Indian Celery Seed Weaker

Medicinal botanical drugs were steady to firm throughout the past week. Demand pursued a normal course and volume was declared to be reasonably satisfactory in most respects. Condimental materials were on the reactionary side and price concessions were common part of a sliding market with respect to both volume and values.

The market as a whole appeared to have reached the point where a substantial degree of price stability has been achieved. Materials as a whole were not subject to rising price trend. Undertones were more devoted to price stability than to active pressure in the direction of still higher values. The situation may prove temporary but at least for the time being price trend mainly in upward direction has been supplanted by a period of price maintenance at approximately current levels.

Search for new sources to supply articles definitely hard to obtain on spot was being pushed constantly. It is unlikely that this search will stop in the nearby future since in the after-the-war period such sources can possibly yield to the local dealers a measure of independence from European sources of supply. Of course, it will all depend on price, in the final analysis.

Balsams

Tolu.—Firm to strong at late advance. Active demand.

Peru.—Higher at 95c. to $1 per pound. Primary market up. Stocks down here.

Barks

Barberry.—Rather hard to find. Very firm undertones.

Black Haw. — Undertones firm. Stocks well held. Fair demand.

Cinchona. — No weakness. Fair stocks. Replacement costs maintained.

Soap.—Reasonably competitive. No open price recession.

Beans

Tonka.—Moving well. Fair supplies. Steady undertones. Well held prices.

Grains of Paradise

It appeared that the song of canaries would wither, and that diet of English pheasants was in for a tough change when World War No. 2 began.

The sophisticator of liquors and the horse doctor were also to have none the better of it, and he who pomades his hair with the oil was due for a change in hair grease.

The old timer cast an eye over the price milestones of World War No. 1—August, 1914, 15c. per pound. January, 1915, 20c. January, 1916, 70c. January, 1917, $1.65. And January, 1918, $3.25.

So went the price of Melegusta pepper, Guinea pepper, Guinea grains, and Paradise seeds—call it what you may, it is still Grains of Paradise that comes from the British Gold Coast, Nigeria, and possibly French Guinea.

But Guinea pepper still peps the song of the songsters. The pheasants' diet is undisturbed. And the old timer's eye is slightly jaundiced as he views the current price with some feeling of frustration.

The article today at 34c. per pound is actually cheaper after two years of war; the market on August 25, 1939, was 75c. per pound.

When dependence on Marseilles and Hamburg for supplies went into the discard, the price miracle was worked.

Price Changes

Advanced

Fenugreek seed, ¾c. per lb.
Pepper, black, Java Muntok, ¾c. per lb.
Singapore Muntok, ½c. per lb.
Small berry, ½c. per lb.
Red, chillies, Japanese, 1½c. per lb.
Sage, Dalmatian, 5c. per lb.
Saffron, Spanish, $1 per lb.
Tolu balsam, 3c. per lb.

Reduced

Allspice, ¼c. per lb.
Celery seed, Indian, 1c. per lb.
Coriander seed, natural, ¼c. per lb.
bleached, ½c. per lb.
Cassia, Saigon, No. 1, 4-10-4, ½c. per lb.
10-6-2, ¾c. per lb.
Clove, Zanzibar, ¼c. per lb.
Amboyna, ½c. per lb.
Dill seed, ¼c. per lb.
Gum arabic, sorts, 1½c. per lb.
Gold of pleasure seed, 2c. per lb.
Mace, West Indian, 1c. per lb.
Nutmegs, East Indian, 1c. to 2c. per lb.
Mustard seed, Washington yellow, ¼c. per lb.
Paprika, Spanish, extra fancy, ½c. per lb.
medium, 1c. per lb.
Pimento, 1½c. per lb.
Thyme, Spanish, 1½c. per lb.

Comparative Values

Index numbers compiled from forty typical botanicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
313.1	313.1	303.7	218.0

Market news that may have developed after this report was sent to press will be found on page 4.

Vanilla.—Trade awaiting arrival of Bourbon beans afloat from Madagascar. Not much current activity. Dealers do not forecast further price breaks. Believe that more than 50 percent of shipment already owned by manufacturing consumers.

Berries

Cubeb.—Seasonally active. Firm in price. Stocks moderate.

Imports and Detentions

Entries of botanicals at the port of New York since the week of January 1, 1941, and the detention of these items by the Food and Drug Administration because of the presence of matter rendering them unfit for human consumption were:—

	Bags—Detained.	Bags—Entered.
Anise	190	3,243
Belladonna	70	207
Caraway	79	207
Cardamom (cases)	10	2,361
Celery	69	2,476
Coriander	17,813	32,043
Cumin	4,976	15,140
Digitalis leaves (cases)	...	...
Dill	4,318	17,784
Fennel	210	2,304
Henbane leaves (bales)	216	256
Mustard	...	10,017
Poppy	1,080	3,785
Sage leaves (bales)	1,733	9,241
Sesame	3,673	9,500
Stramonium	17	248
Thyme	1,931	15,618

Current prices on botanical drugs and spices are given in the alphabetical list of prices beginning on page 9

Association meetings:—

Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

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✓BENZOIN GUM
✓BUCHU LEAVES
✓CALAMUS ROOT
✓CUDBEAR
✓CINCHONA BARK
✓COCILLANA
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✓ERGOT (140% Active)
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✓FENNEL SEED
✓GALANGAL ROOT
✓GINGER
✓GUAIAC GUM Glassy
✓HAWTHORNE BERRIES
✓HOREHOUND
✓INSECT FLOWERS
✓IPECAC ROOT
✓IRISH MOSS
✓KOLA NUTS
✓MYRRH GUM
✓OLIBANUM GUM
✓ORANGE PEEL
✓ORRIS ROOT
✓PAPAIN
✓PEPPERMINT
✓PSYLLIUM SEED
✓QUASSIA
✓QUINCE SEED
✓RHUBARB ROOT
✓SARSAPARILLA
✓SENEGA ROOT
✓SENNA LEAVES
✓SQUILLS
✓STRAMONIUM
✓UVA URSI
✓WILD CHERRY BARK
✓PALE ROSE BUDS

◆◆◆◆ QUOTATIONS AND SAMPLES ON REQUEST ◆◆◆◆

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BALSAM PERU
BALSAM TOLU
BELLADONNA Leaves and Root
BOLDO LEAVES
BORRAGE FLOWERS
BUCHU LEAVES
CANARY SEED, Moroccan 2%
CELERY SEED
CLOVES, Zanzibar
COCILLANA BARK
CORIANDER OIL AND SEED
CUMIN SEED
DANDELION ROOT
FENNEL SEED, Indian
FOENUGREEK SEED
GENTIAN ROOT
GINGER, Jamaica
GRAINS OF PARADISE
GUM ARABIC AMBER SORTS
HELLEBORE ROOT WHITE
HERBA HERNIARIAE
HERBE MENTHE
HOREHOUND HERB
IRISH MOSS
JUNIPER BERRIES
LAUREL LEAVES
LAVENDER FLOWERS
MAHUANG, Chinese
MALEFERN ROOT
MARJORAM LEAVES
OAK MOSS
PEPPERMINT OIL
PIMENTO, Jamaica
PSYLLIUM SEED AND HUSKS
QUINCE SEED
RHUBARB ROOT
ROSEMARY LEAVES
SAGE LEAVES
SARSAPARILLA ROOT
SAVIN OIL
SAVORY
SENNA LEAVES AND PODS
SESAME SEED HULLED
SQUILL ROOT
STRAMONIUM LEAVES
STROPHANTUS SEED
THYME LEAVES
UVA URSA LEAVES
VALERIAN ROOT

AMINOPHYLLINE
BARBITAL
COD LIVER OIL, Medicinal and Poultry Grades
CARBOLIC ACID CRYSTALS
EPHEDRINE SALTS
GUM CAMPHOR, Japanese
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KARAYA (INDIAN GUM)
LOCUST BEAN
TRAGACANTH
ARABIC

Saw Palmetto. — Spot quotations steady to firm. Reasonably good demand.

Flowers

Arnica.—A little still remains locally; but very little. Nominal position.

Chamomile.—Needs being met very well. Practically no Belgian flowers available. Fair reserves of Hungarian. In World War No. 1, the trade offered a "Hungarian style" item when stocks of genuine ran down.

Linden. — Limited stocks closely held. Quotations firm to strong.

Mullein.—Dealers meeting moderate, current request. Firm market.

Saffron. — Substantial sales Spanish goods made at $40 per pound.

Gums

Arabic.—Market easier and lower. Sorts, 17½c. to 18c. per pound. Powder, 21½c. to 22c. Large buyers aloof. Bulk of trade comes from smaller users.

Benzoin.—Sumtara price advance cemented by very good spot business. Little local competition.

Karaya. — Shipments from source keep spot well supplied. Prices reflect higher import costs caused by rise in all transportation charges, plus insurance.

Mastic.—Seems on the way to total disappearance from spot supply.

Tragacanth. — Goods reach here sufficiently to keep consumer needs well covered. Prices show strength. Little competition.

Herbs and Leaves

Buchu.—Firm in undertone. Fair trading. No particular pressure on market.

Digitalis. — Reserves sufficient for all known needs. Prices firm.

Henna.—Good demand backed by sufficient supplies.

Marjoram.—French at 75c. to 80c. per pound practically nominal. Chicago also has some at 75c.

Thyme.—Spanish down to 17½c. to 18c. per pound. Stock improves.

Miscellaneous

Aroca Nuts.—Powder steadier than recently. Fair to good request.

Ergot.—Needs well covered and protected. Prices appear to have attained steadier position since late decline.

Grains of Paradise.—Noted at 34c. to 36c. per pound. Not much demand.

Irish Moss.—Spot transaction on N. F. bleached moss reported at 65c. per pound. But one spot lot reported. Is very small. Cannot be replaced from French source. Bleached American moss likely to become backbone of supply.

Lycopodium. — No further transactions reported since sales at $8.50 per pound.

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Roots

Aconite.—No known stocks. None reported for nearby future.

Dandelion. — Reasonable good demand. Fair supplies of domestic root. Limited holdings of bold European variety.

Ipecac.—Generally steady. Fair to good request. No signs of lower values in near future.

Licorice.—Indian root quoted at 28c. per pound, whole. Powder, 28c. per pound.

Mandrake.—Strong. Stocks closely held, all markets. Manufacturing requirements running high.

Seeds

Anise.—Cyprus, 34c. to 35c. per pound. No other changes.

Cardamom.—Green offered at 95c. to $1 per pound.

Celery.—Indian lower at 45c. to 46c. per pound. Much easier.

Coriander.—Natural, 10½c. to 11c. per pound. Bleached, 11½c. to 12c. Both fractionally lower.

Dill.—Decline extended to 9¾c. to 10¼c. per pound.

Fenugreek.—Higher at 7½c. to 8c. per pound.

Gold of Pleasure.—Reduced to 18c. to 19c. per pound.

Mustard.—Chicago offers English yellow at 25c. per pound. Washington yellow down to 7c. to 7½c. per pound. No other changes.

Spices

Allspice.—Mexican item down to 10¾c. to 11¼c. per pound.

Cassia.—Saigon shaded to 34½c. to 35c. per pound for No. 1, 4-10-4, and 35c. to 35½c. for 10-6-2.

Clove.—Zanzibar clove a shade lower at 15¼c. to 15½c. per pound.

Ginger.—Generally steady. Cochin some lower at 25c. to 26c. per pound.

Mace.—West Indian down to 50c. to 51c. per pound.

Nutmegs.—Prices on 80's lower at 50c. to 51c. per pound; 110's, 15c. to 15½c.; Grinding, shaded to 14c. to 14½c.; West Indian, down to 13½c. to 14c.

Paprika. — Spanish extra fancy cheaper at 40½c. to 41c. per pound; medium, 35c. to 36c.

Pepper.—White Java muntok up to 10c. to 10½c. per pound. Singapore muntok, 9½c. to 10c.; small berry, 9¼c. to 9¾c. Japanese red chillies, up to 27c. to 27½c.

Trading in black pepper futures on the New York Produce Exchange from November 8 to November 14, inclusive, comprised 94 contracts. Following is a price record for the week:—

	Cents per pound		
	High.	Low.	Close.
January	5.90	5.87	5.86@5.90
March	6.09	5.96	5.96@6.00
May	6.18	6.06	6.05@6.09
July	6.25	6.14	6.14@6.18
December	5.96	5.81	5.82@5.84

Pimento.—Much cheaper at 18c. to 18½c. per pound.

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Essential Oils, Aromatic Chemicals

Peppermint Oil Up as Likelihood of Menthol Production Grows —Ceylon Citronella Eases Moderately—Java Vetiver Higher —Spearmint Rises—Ginger Advanced—Demand Good

Raw material shortages continued to grow and the market for essential oils and aromatic chemicals was in a position no less critical than it had been for months past. Natural raw materials showed no improvement as to supply and no relaxation of the strong price position in force for many weeks.

Need for substitutes grew apace and it was evident that the laboratories of leading houses was fully as busy as the sales departments. Search for new products was pressed home strongly and some reports indicated that the successes attained thus far suggest that after the war many of the products are likely to find permanent place in the supply lists of many factors.

Peppermint remained the outstanding oil of the week. Primary market holders were cold to bids, showed little desire to sell, and named prices clearly indicative of their conviction that values will work higher. If menthol goes to around $15—and there seems to be nothing to prevent it so doing—domestic peppermint oil is likely to be used for menthol manufacture. Spearmint was up. Java vetiver was scarcer and higher. Citronella Ceylon was the sole item showing easier position.

Price Changes

Advanced

Ginger, $1 per lb.
Peppermint, 25c. per lb.
Spearmint, 20c. per lb.
Vetiver, Java, 50c. per lb.

Reduced

Citronella, Ceylon, 5c. per lb.

Comparative Values

Index numbers compiled from twenty typical essential oils on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
231.9	230.9	227.8	162.0

Market news that may have developed after this report was sent to press will be found on page 4.

Essential Oils

Almond.—Sweet oil strong. Stocks limited. New crop outlook poor. Price tendency upward. September imports, 574 pounds.

Anise.—Reasonably easy. Competitive. No further price drop.

Apricot.—Growing firmer. Stocks not too plentiful. Good call.

Avocado.—Finding increasing favor. Quotations very steady.

Bay.—Quieter. Steady. Call about level with current consuming requirements.

Bergamot.—Growing steadily scarcer. Cannot be replaced now. Artificial oil gets most of call. Very firm.

Bois de Rose.—Strong in all markets. Demand good. Local reserves poor. Tending higher.

Cajeput.—Firm to firmer. Gathering more strength. Replacement costs rising.

Camphor.—Limited stocks strongly held. Nothing coming from main primary market.

Cananga.—Irregular replacements reach here in small lots. Very strong spot position.

Cassia.—Situation tense. Prices strong. Strain upward. Shipments from China may stop entirely.

Caraway.—Stocks insignificant. Substitutes not readily obtainable. No replacement possible. Values practically nominal.

Cedarleaf.—Firm to firmer. Some gain in request.

Cedarwood.—No easing of primary market position. Local values very firm. Demand surprisingly good.

Celery.—Quotations generally subject to confirmation. Reserves at low ebb.

Citronella.—Ceylon oil down to 80c. to 85c. per pound. No change in the moderately easy position of spot Java oil.

Clove.—Strong. Leading producers report future output well engaged. Quotations backed by few offerings of prompt delivery oil.

Eucalyptus.—Very firm following late advance, primary market. Local position reveals strength. Best season lies directly ahead.

Geranium.—Limited stocks strongly held. Future replacement arrivals highly uncertain.

Ginger.—Higher at $17 to $20 per pound. Little available at minimum quotation. Approaching nominal position.

Hemlock.—Demand gathers way. Sales volume shows rising curve.

Juniper Tar.—September imports totaled 4,739 pounds. Spot stocks moderate. Firmly held at prices rarely shaded.

Lavender.—Stocks of flower oil shrinking. No favorable outlook for future arrivals from source. Spice lavender imports 2,460 pounds in September. Very firm in price.

Lemon.—Strong and active market.

Peppermint Oil

"Double, double toil and trouble; Fire burn and cauldron bubble."
—Macbeth.

The fire is lit and the brew's a-bubble in the peppermint oil cauldron. High menthol prices, caused by the disasterous rupture of Japanese - American trade relations, plus insufficient output of domestic USP synthetic menthol, is the torch that lit the fire.

American peppermint oil bubbles in the cauldron—oil that may yield its menthol if menthol brings $12 to $15 per pound. And menthol is already $9.

The American peppermint farmer remembers the all-time high prices of $28 per pound in November, 1925.

He recalls the Japanese earthquake that brought $19.50 menthol in 1923.

He knows that oil was $3.25 in 1924 and $28 in 1925 because American peppermint oil was used to make menthol to sell around $12 to $15 per pound.

And he recollects that not until September, 1927, was the price back to normal—$3.25. Are peppermint oil prices on the way to scale the $28 top?

The ingredients in the cauldron are precisely those of 1923-1925—disaster, menthol scarcity, and an alert farming and manufacturing industry.

The chewing gum and confectionery trades may well see double trouble ahead.

Current prices on essential oils and aromatic chemicals are given in the alphabetical list of prices beginning on page 9

Association meetings:—

Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

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Boston Chicago Philadelphia St. Louis Los Angeles
Plant and Laboratories: Bayonne, N. J.

Bulk of orders go to domestic producers. Uruguay oil making headway, considering price premiums over California oil.

Lime.—Strong at all points and in all departments. Local advances maintained easily. Outlook favors continued climb unless Mexican and West Indian position changes radically.

Mustard. — Artificial oil very firm. Demand about normal. Stocks not excessive at any point. Some report them comparatively low.

Origanum. — Limited spot stock strongly held. September imports totaled 11,060 pounds.

Pennyroyal. — Firm to firmer and moving well. September imports reached 11,146 pounds.

Peppermint.—Rising steadily. Spot, natural, $4.25 to $4.40 per pound with limited quantity possibly available at $4.10 to $4.15, but not likely to last long, if available. Redistilled, $4.50 to $4.65. All sorts of reports to account for primary market operators' aloofness to inquiries. Some indicate unusually large order to be placed. Others intimate that menthol manufacture is likely if Japanese and Chinese menthol go to about $15 per pound. Current price, $9. Still others indicate that dealers fear inflation and view merchandise of more value than dollars.

Rosemary.—Firm to firmer. September imports totaled 22,046 pounds.

Spearmint.—Higher at $2.75 to $2.80 per pound. Primary market holders become reserved.

Vetiver.—Java oil advanced to $18 to $19 per pound. Stocks decrease faster than replenishments arrive.

Aromatic Chemicals

Anisic Aldehyde.—Higher cost raw material suggests probable price rise. Demand steady.

Benzyl Acetate.—Demand pressed. Finds limited stocks. Costs continue high. Output low.

Benzyl Alcohol.—Stocks available on hand-to-mouth basis only. Little prompt delivery merchandise.

Benzyl Benzoate.—Demand persistent. Finds little unsold material on hand.

Benzyl Cinnamate.—Outlook poor for any substantial increase in supplies from producers. Raw material situation not likely to improve much.

Benzyl Isoeugenol.—Fairly quiet but not the least improved as to supply.

Benzyl Propionate. — Were more available, sales would mount substantially. Output well sold ahead.

Benzyl Salicylate.—No change from strong, undersupplied position. Market for every pound available.

Cinnamic Alcohol.—Little beyond token stocks available. Values practically nominal.

Eucalyptol.—Advance easily maintained. **Further rise not unlikely.** Demand good.

Heliotropine.—Little available for prompt delivery business. Producers report output sold well ahead. Situation not likely to improve.

Safrol. — Strong. Demand good. Stocks narrow.

Thymol.—Almost unobtainable save in very small lots. Raw materials hard to get.

Standard Synthetics Now Carrying Stocks on Coast

Establishment of warehouse stocks and facilities in San Francisco has been reflected by an increase in the business of Standard Synthetics, Inc., this city, according to J. L. Hindle, vice-president, who has just returned from a visit to its San Francisco office, which is under the management of F. D. Lyon, and who also covers the Los Angeles and Seattle territories.

Mr. Hindle also visited his Chicago branch, in charge of E. M. Sinclair and E. S. Schumm, and spent some time consulting with Richard Remus, in charge of the Kansas City, Mo., office. New York warehouse space of Standard Synthetics, Inc., was recently increased threefold.

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(Continued from November 10 issue)

Reaction products of terpenylbetanaphthylamine
Reaction product of terpineol with—
(1) Alphanaphthylamine
(2) Anilin
(3) Aryl-primary-amine
(4) Aryl-secondary-amine
(5) Betanaphthylamine
(6) Diphenylamine
(7) Parabutylanilin
(8) Paraphenetidin
(9) Paratoluidin
Reaction product of terpinolene with—
(1) Aryl-secondary-amine
(2) Diphenylamine
Reaction product of terpinyl alcohol with—
(1) Alphanaphthylamine
(2) Anilin
(3) Aryl-primary-amine
(4) Aryl-secondary-amine
(5) Betanaphthylamine
(6) Diphenylamine
(7) Parabutylanilin
(8) Paraphenetidin
(9) Paratoluidin
Resorcinol
Resorcinol monoethylether
Salicylamide
Salicylic acid
Sodium 2-phenylbenziminazolsulphonate
Sodium salt of—
(1) Aminophenols, primary, secondary, or tertiary
(2) Metamethylaminophenol
(3) Orthoaminophenols
(4) Para-aminophenols
(5) Para-anilinophenol
(6) Paradimethylaminophenol
(7) Parahydroxydiphenylamine
(8) Parahydroxyphenylbetanaphthylamine
(9) Parahydroxy-N-phenylglycin
(10) Parahydroxy-N-phenylmorpholin
Stannous salt of—
(1) Aminophenols, primary, secondary, or tertiary
(2) Metamethylaminophenol
(3) Orthoaminophenols
(4) Para-aminophenols
(5) Para-anilinophenol
(6) Paradimethylaminophenol
(7) Parahydroxydiphenylamine
(8) Parahydroxyphenylbetanaphthylamine
(9) Parahydroxy-N-phenylglycin
(10) Parahydroxy-N-phenylmorpholin
Stearylphloroglucinol
Stearylpyrocatechol
Stearylpyrogallol
Stearylresorcinol
Terpene ketone anils
Terpenylanilin
Terpenylbetanaphthylamine
2:2:4:6-Tetramethyl-1:2-dihydroquinolin
Thallium phenylacetate
Tin oleate
Toluylhydroquinone
Toluylphloroglucinol
Tolylacetylhydroquinone
Tolylresorcinol
2:2:4-Trimethyl-6-N-amyl-1:2-dihydroquinolin
2:2:4-Trimethyl-6-tertiary-amyl-1:2-dihydroquinolin
2:2:4-Trimethyl-6-butyl-1:2-dihydroquinolin
2:2:4-Trimethyl-6-cyclohexyl-1:2-dihydroquinolin
2:2:4-Trimethyl-6-phenyl-1:2-dihydroquinolin
Triphenols
Triphenyl-aluminum
Triphenyl-bismutine
Triphenyl-cadmium
Triphenyl-mercury
Triphenyl-stibine
Triphenyl-thallium
Triphenyl-zinc
Valerylhydroquinone
Valerylpyrocatechol
Valerylpyrogallol
Valerylresorcinol
Zinc phenylacetate
Zinc salt of—
(1) Aminophenols, primary, secondary, or tertiary
(2) Metamethylaminophenol
(3) Orthoaminophenols
(4) Para-aminophenols
(5) Para-anilinophenol
(6) Paradimethylaminophenol
(7) Parahydroxydiphenylamine
(8) Parahydroxyphenylbetanaphthylamine
(9) Parahydroxy-N-phenylglycin
(10) Parahydroxy-N-phenylmorpholin

Binders for Printing Inks

Canada fir balsam
Casein
Colloids
Dextrin
Flour
Gelatin
Glycerin
Gum arabic
Honey
Isinglass
Kaolin
Lupogum
Molasses
Mucilaginous bases
Oregon fir balsam
Propyleneglycol
Rezinel No. 2
Sicapon
Starch
Starch modified by action of perborates
Tragacanth

Colors, Inorganic, for Printing Inks

Alumina white
Antimony oxide
Barium titanate
Barytes
Blanc fixe
Bronze blues
Calcium antimonate
Calcium sulphate
Carbon blacks
Charcoal
Chinese blue
Chrome green
Chrome yellow
Chromium oxide
Chromium sulphate
Cobalt blues
Cobalt oxide
Cobalt ultramarine blue
Cobaltic sulphate
Cryolite
Drop black
Feldspar
Frankfort black
Gas black
Gold bronze
Graphite
Gypsum
Iron blues
Iron oxide
Lampblack
Lead carbonate, basic
Lead chromate, basic
Lead sulphate, basic
Litharge
Metallic whites
Ochers
Orange mineral
Paris white
Phosphomolybdic acid
Potassium antimonate
Potassium ferriferrocyanide
Prussian blue
Satin white
Siennas
Soluble blue
Sodium antimonate
Soot
Titanium dioxide
Titanium oxide
Umbers
Ultramarine blue
White lead
Whiting
Zinc oxide
Zirconates
Zirconium salts

Colors, Organic for Printing Inks

Acid green, concentrated
Acid violet
Avridin
Alizarin blue
Alizarin yellow A
Aluminum hydroxide color lakes
Aluminum lakes of acid dyes
Amino derivatives of diphenylmethane, triphenylmethane, auramines, acridins, and quinolins
Anilin black
Anilin brown
Anilin green
Anilin orange
Aurin
Auramine
Aurantia
Azo blue
Azo dyes
Azoxy dyes
Barium lakes of acid dyes
Benzamine brown 360
Benzamine green extra
Benzo brown G
Benzo fast orange S
Bismarck brown
Black lakes
Blue lakes
Brilliant crocein M
Brilliant milling green B
Brilliant orange R
Brown lakes
Calcium lakes of acid dyes
Carmine
Chloramine yellow
Chrysamine
Chrysoidin
Cloth red
Cochineal
Congo red A
Crocein scarlet
Crystal violet
Cyanin green
Cyanosin

(To be continued)

Petroleum Products

OPA Forces Withdrawal of North Texas Crude Advance —Henderson Rejects Contention That Increase Is Merely Adjustment—Refined Petroleum Products Active and Strong

Pressure from the Office of Price Administration last week forced prominent buyers of crude oil in North Texas fields to rescind an 7c. per barrel advance of the posted price. The advance was withdrawn following a conference with Leon Henderson, Price Administrator, on November 10. The companies contended that the new price was an "adjustment" rather than an increase, but Mr. Henderson rejected this, pointing out that the price for a substantial volume of production was 7c. per barrel higher than before the increase, and that any difference in nomenclature is irrelevant.

Markets for petroleum products remained very active and strong last week. The scarcity of many of the refined industrial products was still acute. This was particularly true of paraffin, lacquer diluent, aromatic naphthas, white mineral oils and petrolatums and butane and propane. Prices throughout the list were steady and unchanged.

Price Changes

Advanced

None

Reduced

Petroleum, crude, bulk, at wells, North Texas, 7c. per bbl.

Comparative Values

Market news that may have developed after this report was sent to press will be found on page 4.

Solvents and Diluents

Aromatic Naphthas.—Good demand continued to feature the market. Prices steady. Stocks scarce.

Lacquer Diluent.—Movement narrow due to tightness. Few offerings in spot market.

Mineral Spirits.—Better than average call reported. Paint trade active buyers. Prices firm.

Rubber Solvent.—Pick-up in inquiries reported. Better movement to rubber industry. No change in quotations.

Stoddard Solvent.—Orders appearing in satisfactory manner. Prices firm.

V. M. & P. Naphtha.—Paint manufacturers buying in large volume. Shipments heavy. Prices firm.

Markets at Other Centers

Chicago—Nov. 14

Persistently good call features solvents and diluents, with the price structure firm and movement extensive. Supplies generally are limited.

Aromatic Naphthas.—Inquiry active, prices steady.

Cleaners' Naphtha.—Call brisk, no price change.

Lacquer Diluent.—Limited offerings, market holding.

Mineral Spirits.—Buying good, quotations steady.

Rubber Solvent.—Demand fair, prices unchanged.

Stoddard Solvent.—Extensive movement, stiff market.

V. M. & P. Naphtha.—Call good, market strong.

New Orleans—Nov. 14

The domestic market on cleaning solvent and V. M. & P. naphtha continued to experience a seasonal demand, with prices exhibiting the usual steady trend.

Cleaning Solvent.—Demand routine; price steady.

V. M. & P. Naphtha.—Normal demand; no change in price.

San Francisco—Nov. 14

Practically all divisions of the petroleum specialties market remain active, with little of new feature to report. Prices have not changed.

Aromatic Naphthas. — Demand very good.

Petroleum Thinners.—Demand active.

Lacquer Diluent.—Production moving steadily into consumers' hands.

V.M. & P. Naphthas.—Active.

Rubber Solvent.—Routine.

Stoddard.—Very fair.

Cleaners' Naphtha.—Routine.

Tulsa—Nov. 14

Activity for specialties continued at a fairly high level this week, although the tone was somewhat mixed. Supplies in some grades, however, are very tight.

Cleaner's Naphtha. — Good demand, prices firm.

Stoddard Solvent.—Shipments heavy, prices steady.

V. M. & P. Naphtha.—Orders brisk, prices unchanged.

Mineral Spirits.—Fair activity, prices steady.

Lacquer Diluent.—Orders numerous, prices strong.

Rubber Solvent.—Market quiet, prices steady.

Lighter Fractions

Butane.—Market very tight. Demand running ahead of available supply. Sales limited. Price strong.

Heptane.—Continued good demand reported. Movement large. Price firm.

Hexane. — Demand at previous levels. Price steady.

Pentanes.—Little of new development. Demand good. Quotations steady.

Propane.—Very heavy call. Sales limited. Stocks low.

Markets at Other Centers

Chicago—Nov. 14

Light fractions continue tight and in extremely active demand. Suppliers unable to meet demands for all materials.

Butane. — Scarcity reported, prices strong.

Heptane.—Demand active, quotations stiff.

Hexane.—Orders good, no price change.

Octanes.—Good orders, market holding.

Pentanes.—Business active, prices steady.

Propane.—Supply limited, market holding.

Tulsa—Nov. 14

A scarcity of all light fractions continued, with buyers bidding steadily.

Butane.—Offerings scarce, prices strong.

Propane.—Good bidding, prices unchanged.

Pentane.—Buyers active, quotations unchanged.

—*Continued on page* 60

Lubricating Oil

Production of lubricating oils in August totaled 3,561,000 barrels, compared with 2,635,000 in August, 1940. Domestic demand in August amounted to 2,562,000 barrels, against 2,024,000 in the same month last year, while exports were 900,000 barrels, compared with 727,000. Stocks at the end of the month were 7,206,000 barrels in 1941 and 8,457,000 in 1940. Production in the first eight months totaled 25,457,000 barrels, against 25,243,000 in the same period last year. Domestic demand was 20,679,000 barrels in the first eight months of 1941, against 15,701,000, in the corresponding period of 1940. Exports in January-August totaled 6,340,000 barrels in 1941 and 8,227,000 in 1940.

Current prices on petroleum and its products are given in the alphabetical list of prices beginning on page 9

Association meetings:—

Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

Mexican Oil Terms Held Unacceptable

OPD Washington Bureau
November 14, 1941

Heavy pressure from the State Department has not shaken the determination of American oil firms to reject the Mexican proposal for settlement of the oil expropriation controversy, it was reported here today. It was learned also that the British government cannot see eye-to-eye with Washington on the proposal, and will support British oil firms who have taken a stand identical to that of the American companies.

The Mexican offer is for a deposit of $8,000,000 to be followed by a joint Mexican-American effort at valuation, excluding the subsoil rights that form some 90 percent of the claimed values of the seized properties. The oil firms believe that what is at stake is not only the oil interest in Mexico, but the security of all their capital abroad, especially in Latin America.

The Mexican government, whose foreign minister last week issued a virtual ultimatum that the oil companies accept their terms, has believed that the United States-Japanese crisis would compel the State Department to force the companies into line. The fact that State Department pressure has been unavailing has shaken this belief, according to reports from Mexico City. Mexico's plans also are stymied by the British official attitude, which is one of rigid opposition to the proposal.

Anderson-Prichard Holds Technical Sales Meeting

The annual technical sales meeting of the Anderson-Prichard Oil Corporation was held at Morrison hotel, Chicago, October 25-26. Jobbers, division managers, sales engineers, and technical representatives from the various distribution centers were present. The meeting opened with an address written by C. H. Dresser, director in charge of naphtha sales, and read by B. I. Scoggin, manager of research and development. Charles A. Prichard, vice-president in charge of purchases, was introduced and gave a few remarks from the buyer's viewpoint.

The keynote for the meeting was set by a response from J. Loeffler, president, Commerce Petroleum Company, Chicago, who discussed some problems which today confront suppliers of raw materials. A highlight of the meeting was the discussion by D. H. Litter, president, D. H. Litter Company, New York, regarding the merchandising of materials and the various phases of sound customer-supplier relationship.

Those in attendance at the meeting were from the following distribution centers:—

D. H. Litter Company, New York, Boston and Philadelphia; Commerce Petroleum Company, Chicago; Independent Oil Company, St. Louis; Bertram Naphtha Company, Kansas City; Crow Solvent Company, Detroit; Indiana Home Oil Company, Indianapolis; Worum Chemical Company, Minneapolis; Callaway Fuel Company, Milwaukee; Stevens Oil Company, South Bend; Schermerhorn Oil Company, La Salle; Smith Oil & Refining Company, Rockford; Jamieson Oil Company; Omaha; Mr. H. E. Easterday, Eastern Division Manager, Akron; Mr. H. L. Compton, Sales Department Engineer, Des Moines.

Texas Corp. Now Company

In a move to simplify the corporate structure, the Texas Corporation directorate has voted to merge the corporation into its principal operating subsidiary, the Texas Company and to change the name from the Texas Corporation to the Texas Company.

Stanolind Buys Coronado

Tulsa, Nov. 12, 1941

The Stanolind Oil & Gas Company, this city, has purchased the Coronado Corporation, owner and operator of oil properties in Texas, Louisiana and Alabama, for a price in excess of $5,000,000, it was announced today by J. C. Karcher, president of Coronado.

Me.-Montreal Pipeline Opened November 17

Portland, Nov. 17, 1941

The $8,500,000 crude oil pipe line from Portland to Montreal was placed in operation today, only 142 days after construction was started. The initial batch of crude sent from Portland will reach Montreal refineries November 17, after traveling 236 miles. The opening of the new link saves tankers twelve days on a round trip between South America and Gulf ports at Montreal.

'Hot Oil' Office Opened By U.S. in Wichita

Secretary of the Interior Harold L. Ickes announced today that an office of Federal Tender Board No. 1 has been established at Wichita, Kansas, to assist the board in the administration and enforcement of the Connally hot oil act. The office will be in charge of Charles J. Eastman, former Director of the Federal Petroleum Agency, Kilgore, Texas.

Asphalt Institute, this city, now has a membership of twenty-nine companies.

Highest quality
NAPHTHENIC ACID
CRESYLIC ACID
VISCOUS OILS
(extremely viscous polymerized hydrocarbons)
CALODORANT
GAS ODORANT
STANDARD OIL COMPANY OF CALIFORNIA
225 BUSH STREET, SAN FRANCISCO, CALIFORNIA
CALIFORNIA COMMERCIAL COMPANY, INC.
30 ROCKEFELLER PLAZA, NEW YORK, N. Y.

PETROLATUMS
and
WHITE OILS
The better you know white oils and petrolatums, the better you'll like SHERWOOD'S.
SHERWOOD
REFINING COMPANY, INC.
Englewood, N.J. Refinery, Warren, Pa.

TECHNICAL
WHITE OILS
OIL STATES PETROLEUM CO., INC. Woolworth Bldg., New York
Plant: Bayonne, N.J.

Petroleum Products

—Continued from page 59

Petrolatums and Waxes

Paraffin.—There was no change in demand last week. Offerings were still restricted due to scarcity of the crude. Price was firm and unchanged.

Petrolatums.—Heavy demand featured the market. Stocks tight.

White Mineral Oils. — Producers were offerings limited amounts in the open market. Demand was very good. Prices unchanged.

Markets at Other Centers

Chicago—Nov. 14

Active demand prevails for most products, with supplies not extensive in relation to call.

Paraffin.—Supplies restricted, prices strong.

Petrolatums. — Good call, market steady.

White Mineral Oils.—Offerings limited, quotations holding.

Tulsa—Nov. 14

Demand for wax still continues active, while supplies are limited.

Paraffin.—Heavy shipments, prices strong.

Petrolatum.—Normal demand, quotations unchanged.

Fuels and Lubricants

Gasoline. — Demand fairly large. Price steady.

Kerosene.—Good movement. No change in quotations.

Lubricating Oils. — Pennsylvania grades in heavy call. Prices firm.

Crude Oil Price Changes

Buyers of crude in North Texas fields rescinded a 7c. per barrel advance at the request of the Office of Price Administration.

Markets at Other Centers

Chicago—Nov. 14

Demand holding up well, with prices firm.

Gasoline.—Demand seasonably good, prices holding.

Kerosene. — Orders fair, no price change.

Lubricating Oils.—Good business, quotations firm,

New Orleans—Nov. 14

A steady trend was evidenced in the domestic market on gasoline during the past week, with all prices remaining firm and unchanged.

Gasoline.—Demand routine; no price change.

Kerosene.—Market firm; price unchanged.

Tulsa—Nov. 14

Pick up in gasoline demand is a feature this week.

Gasoline.—Trading more active, prices steady.

Kerosene. — Good call, quotations strong.

Lubricants. — Scarcity in supplies, prices strong.

Obituaries

Henry F. Baker

Henry Fenimore Baker, who was a prominent figure in the chemical manufacturing industry in the early 1900's and who in more recent years has been engaged in the banking business with Robert Garret & Sons, Baltimore, died November 6. He was eighty-two years of age.

Mr. Baker started his business career as an apprentice in the business with R. & J. Rickey, Trenton, N. J., and subsequently passed the N. J. Board of Pharmacy, after which he became a partner in the firm of George F. Wilson & Co., Trenton. He then traveled the New England territory for Bruen, Ritchey & Co., New York. In 1893 he became associated with the Martin Kalbfleish Chemical Company, and stayed with that company until its consolidation with General Chemical Company in 1899. Mr. Baker continued with the General Chemical until 1903, when he became president, treasurer and general manager of Thomsen Chemical Company, Baltimore. He left the Thomsen firm in 1913 to join Robert Garrett & Sons. He served a term as president of the Baltimore Drug Exchange.

Surviving are his wife, two daughters and two sons.

William Lee Bean

William Lee Bean, vice-president, secretary-treasurer of McCormick & Co., manufacturer of extracts and spices, Baltimore, died November 9. He was sixty-eight years of age.

A native of St. Mary's county, Md., Mr. Bean came to Baltimore almost fifty years ago and took a position with McCormick & Co. as an office boy, gradually worked through all departments. He was identified mainly with the accounting and management end of the business. He had been a director of the organization since its incorporation in 1903. Mr. Bean was active in the affairs of the Baltimore Drug Exchange and served two terms as president of the Baltimore Credit Men's Association.

Surving are his wife and two children.

William Albert Noyes

William Albert Noyes, professor emeritus of the University of Illinois, died recently. He was eighty-four years of age.

Dr. Noyes from 1903 to 1907 was chief chemist of the National Bureau of Standards. From 1907 to 1926 he was professor of chemistry and director of the laboratories at the University of Illinois.

He was secretary of the American Chemical Society from 1903 to 1907, editor of the *Journal of the American Chemical Society* from 1902 to 1917, editor of *Chemical Abstracts* from its beginning in 1907 to 1909, editor of *Chemical Reviews* from 1924 to 1926, and editor of the scientific series of American Chemical Society monographs from 1919 to the time of his death. Since 1917 he had been secretary of the Illinois State Board of Natural Resources and Conservation. He had been the recipient of the Nichols Medal, the Willard Gibbs Medal, and the Priestley Medal.

Harry Eaton Damon, for fifty-one years cotton buyer for the Bemis Bro. Bag Company, New York, died in his home in Short Hills, N. J., November 12, after a long illness. He was seventy-five years of age.

Lewis Emery, president of the Minard Run Oil Company, Bradford, Pa., died last week of a heart attack in the Hotel Pierre, this city. He was sixty-four years of age.

Hugh M. Gallagher, director of labor relations for Richfield Oil Corporation, Los Angeles, died recently at Beverly Hills, Calif., following an operation. He was fifty-seven years old.

Melvin Judson Miller, former assistant purchasing agent with the Socony-Vacuum Oil Company, this city, died in a hospital in Plainfield, N. J., November 10. He had been with Socony-Vacuum for forty years previous to his retirement October 1, 1940.

W. Lloyd Raymond, vice-president of Reyonier, Inc., paper manufacturer, this city, died in Seattle, Wash., November 9. He was forty-seven years of age.

Dr. Ernest Schafer, a chemist in the research department of the American Metal Company, died November 9 of a heart ailment. He was fifty-six years of age.

William W. Strasser, executive vice-president and treasurer of the Stein Hall & Co., this city, died last week. He was seventy-two years old.

A.P.I. 1942 Convention To Be in Chicago Nov. 9

San Francisco, Nov. 7, 1941

The 1942 annual meeting of the American Petroleum Institute will be held in Chicago starting November 9. The midyear meeting will be held in Oklahoma City, on a date not yet determined.

Oil Show Space 85.2% Sold

Tulsa, Nov. 10, 1941

A total of 85.2 percent of all available space at the International Petroleum Exposition, to be held here May 16-23, is now sold out, eight months ahead of the opening, it was reported today. The advance sale is far in excess of any recorded in the history of the 18-year-old exposition.

UNIFORMITY

ANDERSON-PRICHARD
INDUSTRIAL NAPHTHAS

It's "NUTS" to the Squirrel and Maybe It Sounds Like "Nuts" to You

but . . . There must be some rich meat within those shells; otherwise Anderson-Prichard products would not be found in the formulas of today's discriminating manufacturers.

After all, this is no time for kidding . . . If our Research Department can in any manner help you with your petroleum solvent problem, do not hesitate to contact us.

Atlantic Division:
D. H. LITTER CO.
NEW YORK
BOSTON
PHILADELPHIA

ANDERSON-PRICHARD OIL CORPORATION
PRODUCERS REFINERS
OKLAHOMA CITY, OKLA.

Canadian Representatives:
APCO PETROLEUM PRODUCTS, LTD.
MONTREAL
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AKRON CHICAGO KANSAS CITY DETROIT INDIANAPOLIS SOUTH BEND
CINCINNATI CLEVELAND ST. LOUIS PITTSBURGH MILWAUKEE

Fertilizer Materials

Market for Fertilizer Materials Remains Quiet — Dried Blood Advanced at Chicago — All Chemicals Tight — August Exports Higher Than a Year Ago—Imports Decline

The market for raw fertilizer materials showed little change last week. Sole price development was an advance in high-grade dried blood at Chicago. This was occasioned by a pick-up in demand. Other organics were in fair call, with prices firm. Chemicals were moving slowly due to tightness. Sulphate of ammonia, nitrate of soda and potashes were scarce and not offered freely. Superphosphate output was not equal to demand.

Due to a substantial increase in shipments of phosphate rock, exports of fertilizer materials from the United States in August were at an unusually high level. Total exports were 295,885 long tons, valued at $2,729,482. August, 1940, exports totalled 178,474 tons. Imports in August were 56,899 long tons, valued at $1,371,728. Imports in August, 1940, totaled 87,749 tons. Sodium nitrate imports were much less than a year earlier and potash imports were negligible. Imports of the former in the first eight months of 1941 were off about 40 percent while those of the latter were off about 88 percent.

Nitrogenates

Ammonia Phosphate.—Little available. Good demand.

Castor Pomace. — Demand good. Price firm.

Dried Blood.—Chicago price up 15c. per unit to $4.35. Demand better.

Fish Scrap. — Output satisfactory. Demand fair. Price unchanged.

Nitrate of Soda.—Demand heavy. Shipments light. Stocks low. Price steady.

Sulphate of Ammonia.—Heavy call. Market tight. Price firm.

Tankage. — Prices firm. Demand fair.

Price Changes

Advanced

Blood, dried, dom., high-grade, f.o.b. Chi., 15c. per unit
Cottonseed meal, 8%, $2 per ton Southern mills

Reduced

None.

Comparative Values

Index numbers compiled from four typical fertilizer materials, on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
70.6	70.6	70.6	67.3

Market news that may have developed after this report was sent to press will be found on page 4.

Potashes

Delivery of potash salts was well maintained during the week, with shipments moving to contract consumers. The spot market was tight with only small amounts being offered. Prices were firm and unchanged.

Phosphates

Bone Materials.—Market tight. Demand fair. Quotations unaltered.

Phosphate Rock. — Good demand. Price firm.

Superphosphate. — Market tight. Prices steady. September production totaled 330,688 tons, compared with 278,103 in September, 1940. Total shipments were 385,647 tons, against 371,539 in the same month a year ago and stocks at the end of September were 1,274,197 this year, against 1,275,841 in 1940.

Sulphur and Pyrites

Continued good demand for crude sulphur was reported by prominent producers. Contract movement was somewhat larger. Price was steady and unchanged.

Markets at Other Centers

Atlanta—Nov. 14

Tightness of many materials characterizes the market. Cottonseed meal was advanced sharply.

Superphosphate.—61c. per unit, interior producing points.

Nitrate of Soda.—$30 per ton, ports.

Sulphate of Ammonia.—$29 per ton, port basis.

Cottonseed Meal.—8 percent grade, $39.50 per ton, Southeastern points.

Tankage.—High grade, South American, $4.40 and 10c., ports.

Blood.—South American, $4.25 per unit, ports.

Baltimore—Nov. 14

The market for crude fertilizer materials is quiet, with inquiry not active.

Fish Scrap.—About 100 tons of scrap were reported sold at $4.75 per ton, the price previously set.

Tankage.—Last sales at $4.50 and 10c. per unit-ton.

Superphosphate.—Market steady at $9.50 per ton for run-of-pile, $10 for 16 percent flat and $12 for 20 percent supplies.

Sulphate of Ammonia.—No changes in market conditions reported.

Chicago—Nov. 14

The fertilizer materials market is a little slow, but values are being well maintained in most divisions. Blood is moving well. Bone materials business is slow.

Blood.—Principal grade, $4.50 per unit.

Tankage.—High grade, $4.75 and 10c.; hoof-meal, $3 to $3.05; liquid stick, $2 to $2.25.

Bone Materials. — Ground, steamed bone, 1¼ and 60 percent, $40 to $41; 3 and 50 percent, $38 to $39; 4½ and 50, $39 to $40; grinding hoofs, pigs' toes and waste horn materials, $40 to $42.50; cattle jaws, skulls and knuckles, $40 to $45; pork cracklings, soft pressed, $52.50 to $57.50; beef cracklings, soft pressed, $50 to $55; hard pressed cracklings, per unit of protein, $1 to $1.02½.

San Francisco—Nov. 14

Weakness in organics is balanced by strength in chemical fertilizer materials, but all in all, the markets here have been very quiet for the past week.

Sulphate of Ammonia.—Resales at $50 to $52 per ton.

Nitrate of Soda. — Steady and unchanged.

Superphosphate.—Domestic, 83c. per unit in bulk, f.o.b. San Francisco. Bags, 99c.

Fish Meal.—Easier. San Francisco Bay production, 67 percent protein, $62 per ton. Monterey, 65 percent, $60.

Tankage.—Market easier; slow.

Blood Meal.—Market easier. Offerings of South American noted at $3.90 for shipment.

Bone Meal.—Supply light. Prices at $45 to $55 per ton.

Potash

Deliveries of domestic agricultural potash within the United States, Canada, Cuba, Puerto Rico and Hawaii during the first nine months of 1941 amounted to 306,290 tons of actual K_2O, compared with 220,415 tons in the similar period of 1940, according to the American Potash Institute. This total was made up of 266,680 tons of muriate, against 206,689 in January-September, 1940; 19,758 tons of manure salts, compared with 2,177 in the same period last year; 5,578 tons of sulphate, against 11,549 in the same quarter last year, and 4,274 tons of sulphate of potash-magnesia, compared with none in the third quarter of 1940. In addition, deliveries for chemical uses amounted to 36,406 tons of K_2O in the first three quarters of 1941, against 28,042 in the same period last year, bringing the grand total of K_2O deliveries to 342,696 tons in the first nine months this year, compared with 248,457 in the corresponding period of 1940.

Critical Materials All-Out Plan Formed

—Continued from page 3

When this has been done, the officers of the industrial branch who have the program in charge discuss the entire matter with the industrial branches which have jurisdiction over the materials or the products out of which the article in question is made. Agreement is reached between the branches as to the amount of material which can be allocated.

Each program would originate with the group which is responsible for the end product, with the raw materials groups coming into the picture in an advisory and consultative capacity. Since all programs must of necessity be decreased or increased as armament production rises, each one will be framed so that it can be modified upward or downward in case of need. When a program has been drawn up, it will be reviewed carefully in order to cut down the use of critical materials to the greatest possible extent through simplification of lines, substitution, and so on. The OPM Bureau of Industrial Conservation will work with and through the industrial branches to accomplish this.

When the program drawn up along these lines has been agreed upon by the branches involved, it will be presented to the executive director of SPAB, in order that it may be properly synchronized with other programs. It is then presented to SPAB.

After SPAB has passed on a program either approving it, modifying it, or taking such other action as seems advisable—the program is referred to the OPM Priorities Division, which undertakes to make it effective and, where possible, to make sure that the needed quantities of goods will in fact be available, through the issuance of the required priorities ratings or through allocation of materials.

The following is a list of critical materials coming within the fields covered by the OIL, PAINT AND DRUG REPORTER:—

Candles (chemical), demustardizing equipment (chemical warfare), explosives (including chemical components), flares, gas (decontamination apparatus and equipment; masks), gases (chemical warfare), kits (first aid; repair (C. W.); toilets), laboratory equipment (hospital and field), masks (gas; oxygen), neatsfoot oil, oxygen manufacturing units, photographic laboratory equipment (aerial and ground), purification unit (water), pyrotechnics (service types), repurification plant (helium, portable), smoke (toxic, and equipment for use), sodium hydrosulfite; sodium sulfoxalate, X-Ray equipment (medical; industrial).

Acetone, ammonia (anhydrous), antimony, borax, boric acid, cadmium, chemicals (chemical warfare; explosives; medicinal), chlorine, chromium, cobalt, cresols (cresylic acid, meta-para; B.P. 200-210; less than 2% ortho), formaldehyde, fuel (aviation; diesel, 50 octane number and up), Halowax (plasticized chlorinated naphthalene, for insulating wire), hexamethylenetetramine, impregnite (I and S), iridium, lead, lubricant (diesel engine, special "RPM-Delo" or equivalent), magnesium and alloys (pig or fabricated), manganese or spiegeleisen, mercury, methanol, molybdenum, Monel metal.

Naphthalene, neoprene, oil (castor and fuel, diesel 50 octane and up), phenol, phthalic anhydride, polyvinyl chloride (and co-polymers containing at least 90% vinyl chloride, plasticized or unplasticized), potassium perchlorate, potassium permanganate, rubber (synthetic and raw), synthetic resin moulding powders, tin, tricresyl phosphate (less than 1% ortho), tungsten (ferrotungsten and tungsten ore), tungsten carbide, vanadium and vanadium alloys, whetlerite, zinc, zinc hydrosulfite, zinc chromate.

Fertilizer Tag Sales: October

	P.C. of 1940.	October 1941.	October 1940.	October 1939.	P.C. of 1940.	January-October 1941.	January-October 1940.	January-October 1939.
		Equivalent tons				Equivalent tons		
Virginia	75	21,745	28,841	22,457	101	383,939	381,228	406,347
N. Carolina	113	25,088	22,267	28,637	102	1,039,961	1,018,712	1,162,031
S. Carolina	52	6,875	13,169	11,890	104	684,462	656,653	656,934
Georgia	127	12,740	10,004	1,100	105	764,374	728,123	672,612
Florida	101	66,533	65,784	64,936	112	500,049	448,148	410,421
Alabama	159	6,750	4,250	1,450	100	571,750	570,550	550,600
Mississippi	88	9,175	10,393	22,125	109	332,792	304,688	299,971
Tennessee	74	12,103	16,347	12,545	96	140,441	146,238	130,344
Arkansas	22	1,100	5,000	6,400	115	114,200	98,950	72,022
Louisiana	53	4,000	7,544	17,100	110	164,510	149,975	154,288
Texas	40	2,075	5,145	1,070	114	131,301	114,984	89,407
Oklahoma	636	350	55	355	164	10,950	6,663	7,022
Total South	89	168,534	188,799	190,065	105	4,838,729	4,624,912	4,611,999
Indiana	77	2,323	3,031	5,500	111	334,860	302,381	262,458
Illinois	59	1,947	3,313	4,032	121	61,555	51,073	42,669
Kentucky	102	7,864	7,706	6,813	99	121,976	122,590	118,042
Missouri	24	695	2,895	3,475	99	86,734	87,494	67,556
Kansas	148	1,225	825	230	109	19,011	17,496	14,296
Total Midwest	79	14,054	17,770	20,050	107	624,136	581,034	505,021
Grand total	88	182,588	206,569	210,115	105	5,462,865	5,205,946	5,117,020

Current prices on fertilizer materials are given in the alphabetical list of prices beginning on page 9

Association meetings:—

National Fertilizer Ass'n, Atlanta, Ga., Nov. 17-19.
Chemical Show, Grand Central Palace, New York, Dec. 1 to 6.

★ Domestic MADE IN U.S.A.
THE BARRETT COMPANY
40 RECTOR ST., NEW YORK
SULPHATE OF AMMONIA
AND AMMONIA LIQUOR

CRUDE SULPHUR
99½% PURE
Free From
ARSENIC, SELENIUM AND TELLURIUM
TEXAS GULF SULPHUR COMPANY
(INCORPORATED)
75 East 45th St., New York City
Deposits and Plants: Newgulf and Long Point, Texas

Shipping Information

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Imports at U. S. Ports

New York Imports

ACID, DEHYDROCOLIC—4 cs, Gane & Ingram
OLEIC—1 dm, C & C Sales Corp, Buenos Aires
TARTARIC—135 bbls, Industrial Sales Corp
ALLSPICE—160 bgs, A G Dunn, Tampico
500 bgs, Tampico
ALOE—9 cs, Geck Trading Corp, Trujillo
19 cs, Geck Trading Corp, Trujillo
5 cs, Curacao Trading Co, Trujillo
ANTIMONY ORE—1,592 bgs, Banco Minero de Bolivia, Antofagasta
2,282 bgs, Banco Minero de Bolivia, Antofagasta
2,206 bgs, J Henry Schroeder Banking Corp, Antofagasta
850 bgs, Watson, Geach & Co, Mollendo
ARROWROOT—1,000 bgs, Morningstar-Nicol, Inc, St Vincent
4,000 bgs, Morningstar-Nicol, Inc, St Vincent
ARSENIC, BLACK — 95 bbls, American Smelting & Refg Co, Tampico
WHITE—82 bbls, American Smelting & Refg Co, Tampico
85 bbls, American Smelting & Refg Co, Tampico
ASPHALT—400 bgs, Allied Asphalt & Mineral Co, Havana
450 bgs, Allied Asphalt & Mineral Co, Havana
BALSAM—17 bxs, Dodge & Olcott Co, Puerto Barrios
4 bbls, Magnus, Mabee & Reynard, Puerto Barrios
4 bbls, Dodge & Olcott Co, Puerto Barrios
10 bxs, Puerto Barrios
BAUXITE ORE—1 cs, David Ludwig & Co, Buenos Aires
BEEF LIVER EXTRACT—24 kgs, Lederle Lab, Inc, Havana
BISMUTH, REFD—753 cs, Cerro de Pasco Copper Co, Callao
BLOOD, DRIED—926 bgs, Buenos Aires
BONEMEAL—1,619 bgs, Buenos Aires
BONES — 967 bgs, Tupman-Thurlow Co, Buenos Aires
902 bgs, Tupman-Thurlow Co, Buenos Aires
437 bgs, Tupman-Thurlow Co, Buenos Aires
790 bgs, Cartagena
BRISTLES—74 bls, Tampico
13 bls, Tampico
CALCIUM TARTRATE—12 bgs, Standard Brands, San Antonio
CASEIN—179 bgs, Balfour, Guthrie & Co, Buenos Aires
1,160 bgs, American Plastics Corp, Buenos Aires
255 bgs, Balfour, Guthrie & Co, Buenos Aires
CASSAVA ROOT FLOUR—1 bg, Middleton & Co
1 bg, A Harris
CASTOR BEANS—306 bgs, Bradley & Baker, Puerto Barrios
500 bgs, Murbas Trading Co, Puerto Barrios
3,400 bgs, Baker Castor Oil Co, Salvador
700 bgs, Puerto Prince
1,734 bgs, Baker Castor Oil Co, Rio de Janeiro
3,652 bgs, National City Bank, Rio de Janeiro
6,675 bgs, Guaranty Trust Co, Rio de Janeiro
3,387 bgs, National City Bank, Rio de Janeiro
3,350 bgs, Baker Castor Oil Co, Rio de Janeiro
1,734 bgs, Baker Castor Oil Co, Rio de Janeiro
7,632 bgs, Baker Castor Oil Co, Santos
8,368 bgs, Baker Castor Oil Co, Santos
3,405 bgs, Santos
1,900 bgs, Baker Castor Oil Co, Santos
2,540 bgs, Spencer Kellogg & Sons, Victoria
1,694 bgs, Spencer Kellogg & Sons, Bahia
1,696 bgs, Baker Castor Oil Co, Bahia
1,200 bgs, Baker Castor Oil Co, Bahia
CHALK, BLOCK—2,010 tons, Taintor Trading Co
CHAMOMILE FLOWERS—268 bgs, Irving Trust Co
CHEMICALS—640 bgs, Robinson-Wagner Co, Vera Cruz
80 bbls, Robinson-Wagner Co, Vera Cruz
400 bgs, Robinson-Wagner Co, Vera Cruz
CHROME ORE—5,999 tons, E S Tavin & Co
CINCHONA BARK—100 bls, Gillespie & Co, Puerto Barrios
COCOA BEANS—2,200 bgs, Curacao Trading Co, Trujillo
500 bgs, Wessel, Kulenkampf & Co, Trujillo
16 bgs, M Harrison & Co, La Guaira
2,200 bgs, W R Grace & Co, Guayaquil
50 bgs, Guayaquil
1,000 bgs, Curacao Trading Co, Salvador
1,500 bgs, Nieschlag & Co, Salvador
2,000 bgs, W R Grace & Co, Salvador
1,000 bgs, Middleton & Co, Salvador
3,000 bgs, J Henry Schroeder Banking Corp, Salvador
1,000 bgs, A C Israel Commodity Co, Salvador
3,000 bgs, Rockwood & Co, Salvador
3,000 bgs, W Bartholomew & Co, Salvador
1,000 bgs, Curacao Trading Co, Salvador
2,000 bgs, W R Grace & Co, Salvador
1,000 bgs, Middleton & Co, Salvador
2,500 bgs, J Henry Schroeder Banking Corp, Salvador
2,000 bgs, W Bartholomew & Co, Salvador
4,000 bgs, Rockwood & Co, Salvador
1,000 bgs, W R Grace & Co, Salvador
2,000 bgs, Middleton & Co, Salvador
3,000 bgs, J Henry Schroeder Banking Corp, Salvador
2,500 bgs, W Bartholomew & Co, Salvador
2,500 bgs, Nieschlag & Co, Salvador
2,000 bgs, J Henry Schroeder Banking Corp, Salvador
2,000 bgs, J Henry Schroeder Banking Corp, Salvador
5,000 bgs, W Bartholomew & Co, Salvador
3,000 bgs, J Henry Schroeder Banking Corp, Salvador
3,000 bgs, W Bartholomew & Co, Salvador
114 bgs, Balfour,Guthrie & Co, Grenada
688 bgs, Schutte & Focke, Trujillo
600 bgs, Curacao Trading Co, Trujillo
COCOA BUTTER — 847 bls, Woodward & Dickerson, Bahia
COCONUTS—500 bgs, Roseau
700 bgs, General Food, Inc, St Lucia
CORK—17 bgs, W C Ross & Co
34 bgs, Aeolian Shipping Co
114 bgs, A Hurst & Co
27 pkgs, United Auctioneer & Sales Co
25 bgs, Mundet Cork & Insulation Co
54 bgs, Cork Product Co
117 bgs, A Hurst & Co
81 bls, Cox & Flanner
DISCS—150 bls, Crown Cork & Seal Co
SHAVINGS—284 bls, Wicander & Co
679 bls, Crown Cork & Seal Co
103 bls, Wicander & Co
1,003 bls, Crown Cork & Seal Co
556 bls, Wicander & Co
848 bls, Crown Cork & Seal Co
1,797 bls, Crown Cork & Seal Co
VIRGIN—373 bls, Mundet Cork Corp
WASTE—392 bls, Mundet Corp Corp
1,506 bls, Mundet Cork Corp
293 bls, Mundet Cork Corp
102 bls, H Stern
268 bls, Chase National Bank
347 bls, H Stern
1,700 bls, Kanders & Co
312 bls, Bond Manufacturing Corp
530 bls, Congoleum Nairn, Inc
1,316 bls, Congoleum Nairn, Inc
790 bls, Congoleum Nairn, Inc
WOOD—98 bls, L Pardo
750 bls, Cork Trading Co
76 bls, Mundet Cork Corp
249 bls, Crown Cork & Seal Co
1,086 bls, French Line
486 bls, French Line
COTTON LINTERS—892 bls, Santos
442 bls, Santos
102 bls, Philadelphia National Bank, Santos
173 bls, Santos
189 bls, Philadelphia National Bank, Santos
225 bls, Santos
191 bls, Kanders Steuber Co, Santos
69 bls, American Cotton Prod Co, Santos
164 bls, J E Brooks Cotton Co, Santos
273 bls, Santos
223 bls, Kanders Steuber Co, Santos
99 bls, J E Brooks Cotton Co, Santos
147 bls, Santos
491 bls, Kanders Steuber Co, Santos
280 bls, Prague Credit Bank, Buenos Aires
15 bls, W R Grace & Co, Guayaquil
172 bls, The Heyman Co, Buenos Aires
179 bls, Buenos Aires
3 bls, J E Bernard & Co, Santos
117 bls, Santos
132 bls, Williamson Product Co, Santos
374 bls, Santos
180 bls, Williamson Product Co, Santos
MOTES—30 bls, Santos
272 bls, The Heyman Co, Buenos Aires
RESIDUE—95 bls, Rio de Janeiro
252 bls, Chase National Bank, Rio de Janeiro
COTTONSEED MEAL—1,860 bgs, National City Bank, Puerto Prince
CREAM OF TARTAR—100 bbls, Manufacturers Trust Co, Barcelona
CUTTLE FISH BONES—100 cs, Hinton & Co, Lisbon
CYANIDE PRECIP—14 cs, South American Development Co, Guayaquil
DRUGS, CRUDE—20 bbls, National Oil Product Co, Callao
VEGETABLE—8 bls, R J Prentiss & Co, Buenos Aires
2 bls, J L Hopkins & Co, Buenos Aires
2 bls, Peek & Velsor, Buenos Aires
6 bls, Buenos Aires
DYES, ANILIN—72 dms, Ciba Co
21 dms, Sandos Chem Works
4 dms, Draeger & Co
21 dms, Sandos Chem Works
18 dms, J E Bernard & Co
12 dms, Sandos Chem Works
63 dms, Sandoz Chem Works
31 dms, Geigy Co
42 dms, Ciba Co
9 bbls, New York & Cuba Mail S S Co, Vera Cruz
EARTH—4 bgs, Robinson Wagner Co, Vera Cruz
759 bgs, Pomeroy & Fiscer, Vera Cruz
ERGOT—60 dms, S B Penick & Co
30 dms, E R Squibb & Sons
60 dms, S B Penick & Co
200 cs, S B Penick & Co
22 dms, J L Hopkins & Co
22 dms, H H Rosenthal Co
FENNEL SEED—30 bgs, M E Schoen Co, Puerto Prince
FISH LIVERS—16 bbls, Atlantic Freighting Corp
FLAXSEED—1,135 bgs, 2,497 bus, Leval & Co, Buenos Aires
697 tons, 27,880 bus, Leval & Co, Buenos Aires
650,240 kilos, 26,010 bus, Bunge North American Grain Co, Buenos Aires
1,016,000 kilos, 40,640 bus, Bunge North American Grain Co, Buenos Aires
485,648 kilos, 19,426 bus, Bunge North American Grain Co, Buenos Aires
418 bgs, 919 bus, Bunge North American Grain Co, Buenos Aires
510,032 kilos, 20,401 bus, Bunge North American Grain Co, Buenos Aires
390 tons, 15,600 bus, Bunge North American Grain Co, Buenos Aires
1,016 tons, 40,640 bus, Bunge North American Grain Co, Buenos Aires
FLIES, DRIED—17 bgs, S B Penick & Co, Vera Cruz
33 bgs, Vera Cruz
GAMBIER—210 bgs, E E Androvette
GENTIAN ROOT—56 bgs, Irving Trust Co
GINGER ROOT—8 bgs, M E Schoen Co, Port Prince
GLUE, ANIMAL—400 bgs, Prague Credit Bank, Santos
GLUESTOCK—72 bls, E J Lang, Buenos Aires
GUM, CHICLE—566 bls, Mexican Exploitation Co, Vera Cruz
406 bls, Mexican Exploitation Co, Vera Cruz
475 bls, Mexican Exploitation Co, Vera Cruz
212 bls, Mexican Exploitation Co, Vera Cruz
412 bls, Mexican Exploitation Co, Progreso
557 bls, Mexican Exploitation Co, Progreso
145 bls, Mexican Exploitation Co, Progreso
COPAL—140 bgs, Stroock & Wittenberg Corp
70 bgs, Gillespie, Rogers, Pyatt Co
DAMMAR—50 cs, S Winterbourne & Co
50 cs, O G Innes Corp
210 bgs, France, Campbell & Darling
50 cs, Stroock & Wittenberg Corp
20 cs, G W S Patterson & Co
30 cs, Gillespie, Rogers, Pyatt Co
210 bgs, Gillespie, Rogers, Pyatt Co
50 cs, Gillespie, Rogers, Pyatt Co
50 cs, Stroock & Wittenberg Co
25 cs, G W S Patterson & Co
420 bgs, France, Campbell & Darling
420 bgs, American Cyanamid Chem Co
75 cs, Gillespie, Rogers, Pyatt Co
420 bgs, G W S Patterson & Co
280 bgs, Gillespie, Rogers, Pyatt Co
200 cs, Stroock & Wittenberg Corp
200 cs, Guaranty Trust Co
100 bgs, Chase National Bank
200 cs, Stroock & Wittenberg Corp
300 cs, Stroock & Wittenberg Corp
600 cs, O G Innes Corp
100 bgs, Irving Trust Co
400 cs, Irving Trust Co
700 cs, Stroock & Wittenberg Corp
200 bgs, O G Innes Corp
100 cs, Fidelity Union Trust Co
250 bgs, Irving Trust Co
550 cs, Irving Trust Co
200 cs, O G Innes Corp
PERILLO—19 bls, Chicle Development Co, Cristobal
HOREHOUND—1 bx, Sunplicity Patt Co, Puerto Barrios
IPECAC ROOT—32 bgs, Continental Export Co, Cristobal
21 bgs, S B Penick & Co, Rio de Janeiro
IRISH MOSS—47 bls, Bank of New York, Lisbon
49 bls, Bank of New York, Lisbon
JALAP ROOT—50 bgs, Vera Cruz
83 bgs, New York & Cuba Mail S S Co, Vera Cruz
LAUREL LEAVES—54 bls, H J Mayer
50 bls, Finck-Jones-Libby
24 bls, A G Dunn
41 bls, Becker-Mayer Seed Co
LAVENDER FLOWERS—25 bgs, S B Penick & Co
LIME JUICE—84 hhd, Furness, Withy & Co, Roseau
15 cks, W J Bush & Co, Roseau
100 hhd, Furness, Withy & Co, Roseau
19 hhd, American Lime Corp, Roseau
54 hhd, Furness, Withy & Co, Roseau
70 cks, Furness, Withy & Co, Roseau
103 hhd, Furness, Withy & Co, Roseau
MANGROVE BARK EXTRACT—1,000 bgs, Saxe Cutch Corp
MANIOC FLOUR—1 bg, Bunge North American Grain Co, Santos
1,000 bgs, Prague Credit Bank, Rio de Janeiro
1,000 bgs, National City Bank, Rio de Janeiro
MARJORAM LEAVES—80 bls, A Villagran, Arica
100 bls, Tampico
MATCHES—204 cs, Atlantic Shipping Co
MEAT MEAL—3,000 bgs, Wessel, Duval & Co, Rio de Janeiro
MEDICINAL PREPS — 1 cs, Hoffman-La-Roche
5 cs, Rohner-Gehrig Co
12 cs, E Fougera & Co, Vera Cruz
4 cs, Milton Snedeker Corp, Havana
3 cs, New York & Cuba Mail S S Co, Vera Cruz
6 cs, New York & Cuba Mail S S Co, Vera Cruz
1 cs, L Young, Inc, Rio de Janeiro
12 cs, Copeland Shipping, Inc, Santos
MICA—6 cs, Mattaheda & Son, Valparaiso
93 cs, Holland American Trading Corp, Buenos Aires
48 cs, Ford Radio & Mica Co, Victoria
40 cs, American Mica Worksfl Victoria
38 cs, Flomarcy Co, Victoria
8 cs, Ford Radio & Mica Co, Victoria
6 cs, American Mica Works, Victoria
MILK POWD—504 cartons, New York & Cuba Mail S S Co, Vera Cruz
1,079 cartons, New York & Cuba Mail S S Co, Vera Cruz
300 cartons, New York & Cuba Mail S S Co, Vera Cruz
MINERAL CONC—226 bgs, Cartagena
MONAZITE SAND—1,600 bgs, Rare Mineral Metal Co, Victoria
400 bgs, Rare Mineral Metal Co, Victoria
NUTMEGS—50 bgs, Thomas Scott & Co, Grenada
150 bgs, Otto Gerdau Co, Grenada
110 bgs, Middleton & Co, Grenada
100 bgs, Thomas Scott & Co, Grenada
100 bgs, Middleton & Co, Grenada
OIL, BAY—14 tins, Roseau
10 cs, Dodge & Olcott Co, Roseau
27 tins, Roseau
CADE—8 dms, Corn Exchange Bank Trust Co
CITRONELLA—30 dms
CODLIVER—54 cks, Canada
COTTONSEED—100 cs, Gildemeister Stagg Co, Buenos Aires
ESSENTIAL—22 bbls, H A Sothern, Porto Barrios
7 dms, H A Sothern, Porto Barrios
5 cs, Vera Cruz
1 cs, Magnus, Mabee & Reynard, Vera Cruz
5 cs, Vera Cruz
2 dms, Corn Exchange Bank Trust Co, Vera Cruz
8 cs, New York & Cuba Mail S S Co, Vera Cruz
OIL, ESSENTIAL—2 cs, Norda Essential Oil & Chem Co, Vera Cruz
21 cs, Wells Fargo & Co Express, Vera Cruz
FUEL—10,000 bbls, Asiatic Petroleum Corp, Curacao
LIME, DIST—1 cs, W J Bush & Co, Porto Prince
44 tins, Roseau
LINALOE—9 dms, Norda Essential Oil & Chem Co, Vera Cruz
ORANGE—2 cs, H W Blumenthal, Trujillo
3 cs, Rio de Janeiro
PETITGRAIN—1 dm, Magnus, Mabee & Reynard, Porto Prince
ROSEMARY—11 dms, Commercial National Bank
SAGE—2 dms, Corn Exchange Bank Trust Co
SHARK LIVER—1 cs, J H Burns Co, Havana
SPIKE—8 dms, Corn Exchange Bank Trust Co
7 dms, Commercial National Bank
4 dms, Chase National Bank
5 dms, Chase National Bank
THYME—5 dms, Corn Exchange Bank Trust Co
ORANGE FLOWER WATER — 6 dms, Magnus, Mabee & Reynard, Porto Prince
ORANGE PEEL—83 bgs, S B Penick & Co, Porto Prince
ORE—3 bgs, Patum Mines Enterprises, Antofagasta
2 bgs, Atlas Trading Corp, Antofagasta
PEPPER, BLACK—1,215 bgs, Bank of Manhattan
350 bgs, Otto Gerdan Co
1,215 bgs, Bank of Manhattan
1,215 bgs, Bank of Manhattan
WHITE—750 bgs, Otto Gerdan Co
400 bgs, East Asiatic Co
POPPY FLOWERS—42 bgs, S B Penick & Co
PORK LIVER EXTRACT POWDER—7 cs, New York & Cuba Mail S S Co, Havana
QUICKSILVER—15 flasks, Vera Cruz
14 flasks, New York & Cuba Mail S S Co, Vera Cruz
12 flasks, New York & Cuba Mail S S Co, Vera Cruz
15 flasks, Chase National Bank, Vera Cruz
QUININE SULPHATE—50 cs, R W Greeff & Co
50 cs, R W Greeff & Co
25 cs, R W Greeff & Co
ROSEMARY LEAVES—80 bls, Empire Importing Co, Lisbon
SAFFRON FLOWERS—14 bls, Peek & Velsor, Vera Cruz
SAGE LEAVES—1 pkg, H A Sothern, Puerto Barrios
SAGO FLOUR—727 bgs, Stein, Hall & Co
1,600 bgs, W R Grace & Co
360 bgs, Stein, Hall & Co
750 bgs, Stein, Hall & Co
800 bgs, W R Grace & Co
SAPONIN—82 cs, W R Grace & Co, Valparaiso
SILVER SULPHIDE — 115 bgs, J Henry Schroeder Banking Corp, Antofagasta
SODA HYDROSULPHITE—6 dms, Goudrand Shipping Co
SPONGES—14 bls, J H Rhodes & Co, Havana
3 bls, Havana
WASTE—4 bls, Havana
STEARIN—1,595 bgs, Buenos Aires
OLEO—298 tcs, Swift & Co, Buenos Aires
TALLOW—301 dms, National City Bank, Montevideo
TANKAGE—521 bgs, Wessel, Duval & Co, Buenos Aires
1,000 bgs, Wessel, Duval & Co, Buenos Aires
2,204 bgs, Wessel, Duval & Co, Buenos Aires
1,000 bgs, Buenos Aires
400 bgs, Wessel, Duval & Co, Buenos Aires
TAPIOCA FLOUR—999 bgs, Java American Export Co, Rio de Janeiro
3,000 bgs, Stein, Hall & Co, Santos
TARA SHEATH—216 bgs, W R Grace & Co, Salaverry
473 bgs, I Herman, Inc, Salaverry
TARTAR—160 bgs, Albert Mevi
93 bgs, Albert Mevi
TIN CONC—48 bgs, Corn Exchange Bank Trust Co, Tampico
33 bgs, Corn Exchange Bank Trust Co, Tampico
ORE—192 bgs, J Henry Schroeder Banking Corp, Antofagasta
WOLFRAM ORE—1,046 bgs, W R Grace & Co, Mollendo
TOLU BALSAM—15 cs, I Mezrahi, Barranquilla
TONKA BEANS—314 bbls, Guaranty Trust Co, Puerto Cabello
TUBA ROOT—17 bls, Dodwell & Co
18 bls, Dodwell & Co
1 bl, John Powell & Co
VANILLA BEANS—9 cs, Dammann & Smeltzer, Vera Cruz
3 cs, Pan American Trust Co, Vera Cruz
4 cs, Dammann & Smeltzer, Vera Cruz
23 cs, Pan American Trust Co, Vera Cruz
VANILLOS—16 cans, S Stern Stiner & Co
WATTLE BARK—2,228 bls, Hammond & Carpenter Corp
5,535 bls, Hammond & Carpenter Corp
3,290 bls, Hammond & Carpenter Corp
WAX, BEES—35 bgs, Schutte & Focke, Trujillo
16 bgs, Mecke & Co, Trujillo
7 bgs, Lenape Trading Co, Trujillo
64 bgs, W R Grace & Co, Valparaiso
40 bgs, Port au Prince
24 bgs, Port au Prince
11 bgs, Cook Trading Co, Havana
13 bgs, D Steengrafe, Havana
13 bgs, Cook Trading Co, Havana
15 bgs, D Steengrafe, Havana
16 bgs, D Steengrafe, Havana
17 bgs, Vera Cruz
9 bls, Norda Essential Oil & Chem Co, Vera Cruz
29 bgs, Tampico
79 bgs, Geck Trading Co, Tampico
47 bgs, Tampico
5 bgs, Curacao Trading Co, Trujillo
CANDELILLA—573 bgs, M Argueso & Co, Tampico
762 bgs, M Argueso & Co, Tampico
381 bgs, M Argueso & Co, Tampico
662 bgs, M Argueso & Co, Tampico
CARNAUBA—213 bgs, Wm M Allison & Co, Brazil
34 bgs, Wm M Allison & Co, Bahia
68 bgs, Wessel, Duval & Co, Bahia

YOU, too, should have your imports listed here for the information of OPD readers—it costs you nothing.
Mail lists of arrivals promptly and regularly, or telephone them — REctor 2-9820.

WAX, OURICURY—188 bgs, Cornelius Product Co, Bahia
110 bgs, Wessel, Duval & Co, Bahia
56 bgs, American Cyanamid & Chem Co, Bahia
55 bgs, Wessel, Duval & Co, Bahia
110 bgs, Distributing & Trading Co, Bahia
55 bgs, Smith & Nichols, Bahia
2 bgs, Intermares Corp, Bahia
1 pkg, J P Eberhart, Bahia
VEGETABLE—5 bgs, Strohmeyer & Arpe Co, Buenaventura
25 bgs, D Steengrafe, Buenaventura
WINE LEES—231 bgs, Albert Mevi
457 bgs, Standard Brands, Inc
357 bgs, Standard Brands, Inc
250 bgs, Standard Brands, Inc
254 bgs, Standard Brands, Inc
WOLFRAM ORE—1,871 bgs
WOLFRAMITE—185 bgs, Bank of Manhattan, Buenos Aires
139 bgs, Bank of Manhattan, Buenos Aires
ZINC OXIDE—200 bgs, New York & Cuba Mail S S Co, Vera Cruz
160 bbls, New York & Cuba Mail S S Co, Vera Cruz

New York Transit Imports

CHROME ORE—3,511 tons, 7 cwts, Electro Metallurgical Co, to Canada
COCA LEAVES—1 bl, Maywood Chem Works, Callao, Maywood
COCONUTS—404 bgs, H Schnell & Co, St Lucia, Montreal
CORK BOARDS—540 cs, Ontario Cork Co, Toronto
COTTON LINTERS—64 bls, West Texas Cotton Oil Co, Buenos Aires, Houston
114 bls, West Texas Cotton Oil Co, Buenos Aires, Houston
384 bls, New England Waste Co, Santos, Boston
202 bls, West Texas Cotton Oil Co, Santos, Houston
390 bls, West Texas Cotton Oil Co, Santos, Houston
1,003 bls, West Texas Cotton Oil Co, Santos, Houston
842 bls, West Texas Cotton Oil Co, Santos, Houston
613 bls, West Texas Cotton Oil Co, Santos, Houston
428 bls, West Texas Cotton Oil Co, Santos, Houston
324 bls, West Texas Cotton Oil Co, Santos, Houston
428 bls, West Texas Cotton Oil Co, Santos, Houston
DRUGS, VEGETABLE—7 bls, Allaire, Woodward & Co, Buenos Aires, Peoria
ERGOT—173 pkgs, Eli Lilly & Co, to Indianapolis
MANIOC FLOUR—1,000 bgs, First National Bank, Rio de Janeiro, Boston
2,000 bgs, First National Bank, Rio de Janeiro, Boston
OIL, CORN—20 dms, Buenos Aires, to Montreal
394 dms, L N Jackson & Co, Montevideo, San Francisco
393 dms, L N Jackson & Co, Montevideo, San Francisco
FUEL—67,400 bbls, Mexusa Holanda Corp, Coatzacaalcos, Warner, N J
STRONTIUM SULPHATE—730 bgs, Foote Mineral Co, Tampico, Philadelphia
WAX, OURICURY—101 bgs, R T French Co, Bahia, Rochester

Baltimore Imports

IRON ORE—11,300 tons, Bethlehem Steel Co, Rio Janeiro
22,800 tons, Bethlehem Steel Co, Cruz Grande
5,700 tons, Bethlehem Steel Co, Felton
3,600 tons, Bethlehem Steel Co, Daiquiri
5,400 tons, Masinloc
MANGANESE ORE—4,900 tons, Rio Janeiro
8,060 tons, Durban
5,350 tons, Durban
8,700 tons, Rio Janeiro
OIL, FUEL—117,000 bbls, Standard Oil Co, Aruba
PETROLEUM, CRUDE—119,251 bbls, Standard Oil Co, Las Piedras
ZINC CONCENTRATES—5,508 tons, Santander

New Orleans Imports

COCONUTS—72 tons, Tela
140 tons, Belize
GUM, CHICLE—162 tons, Belize
38 tons, Puerto Barrios

Philadelphia Imports

CHROME ORE—6,000 tons, Biera
CORKWOOD—31,314 bls, Armstrong Cork Co, Lisbon
1,412 crates, Armstrong Cork Co, Palamos
3,488 crates, Armstrong Cork Co, Palamos
WASTE—891 pkgs, Armstrong Cork Co, Palamos
FLAXSEED—4,998 tons, Leval & Co, Inc, Buenos Aires
LICORICE ROOT—13,776 bls, MacAndrew & Forbes Co, Iskenderum (Turkey)
GRAPHITE—4,166 bgs, Colombo
LICORICE PASTE AND STICKS—2,309 cs, MacAndrew & Forbes Co, Iskenderum (Turkey)
MOLASSES—1,341,545 gls, E I du Pont de Nemours Co, Bufadero
1,818,000 gls, Publicker Alcohol Co, Antilla
738,789 gls, Matanzas
OIL, FUEL—60,000 bbls, Socony-Vacuum Oil Co, Aruba
NEATSFOOT—75 dms, Buenos Aires
OLIVE, REF—3,000 cs, A R Barel & Co, Iskenderum (Turkey)
RAPESEED, REF — 251,646 kilos, Irving Trust Co, Buenos Aires
SUNFLOWERSEED, ED — 100 dms, Balfour, Guthrie & Co, Ltd, Buenos Aires
PETROLEUM, CRUDE—177,145 bbls, Gulf Oil Corp, Puerto La Cruz
80,610 bbls, Gulf Oil Corp, Las Piedras
157,300 bbls, Sinclair Refining Co, Tuxpam

Exports from U. S. Ports

New Orleans Exports

ACID, MURIATIC—22 tons, Ceiba
STEARIC — 26 tons, Havana; 14 tons, Puerto Barrios; 34 tons, Vera Cruz; 29 tons, Vera Cruz
ASPHALT—14 tons, Vera Cruz
ALUMINA SULPHATE—81 tons, Cristobal; 224 tons, Vera Cruz
ALUMINUM FOIL—12 tons, Vera Cruz
BLACK, CARBON—14 tons, Vera Cruz
CASEIN—29 tons, Vera Cruz
COPRA—416 tons, Barranquilla
FIRECLAY—32 tons, Vera Cruz
GASOLINE—56 tons, Puerto Limon
GLUCOSE—26 tons, Havana
INFUSORIAL EARTH—25 tons, Vera Cruz
LARD—64 tons, Havana; 34 tons, Cristobal
LEATHER DRESSING—8 tons, Vera Cruz
MANGANESE ORE—25 tons, Vera Cruz
OIL, COTTONSEED, HYDROGENATED—8 tons, Ceiba
DIESEL—185 tons, Ceiba; 142 tons, Puerto Cabezas
FUEL—546 tons, Ceiba
LUBRICATING—26 tons, Havana; 90 tons, Cristobal; 21 tons, Puerto Barrios; 16 tons, Puerto Cabezas
LUBRICATING AND GREASE—314 tons, Vera Cruz
PARAFFIN—143 tons, Cartagena; 250 tons, Vera Cruz; 11 tons, West Coast South America; 28 tons, Vera Cruz
QUEBRACHO EXTRACT — 90 tons, Vera Cruz
ROSIN—118 tons, West Coast South America
GUM—11 tons, Barranquilla
SODA CAUSTIC—355 tons, Vera Cruz
CYANIDE—24 tons, Puerto Cabezas
PHOSPHATE—7 tons, Vera Cruz
SULPHUR—160 tons, Vera Cruz
TURPENTINE—22 tons, West Coast South America
ZINC DUST — 9 tons, East Coast South America

Philadelphia Exports

GREASE—40 bckts, Pernambuco; 12 cs, Natal; 10 cs, Cabedello; 43 dms, Cabedello; 20 cs, Para
OIL, LUBRICATING—413 cs, Pernambuco; 1,266 dms, Pernambuco; 15 bbls, Pernambuco; 282 cs, Pernambuco; 80 cs, Bahia; 48 dms, Bahia; 10 bckts, Bahia; 42 cs, Natal; 25 dms, Natal; 80 cs, Macelo; 109 dms, Macelo; 8 bbls, Macelo; 1 bckt, Macelo; 289 cs, Cabedello; 291 dms, Cabedello; 381 cs, Para; 217 dms, Para
PETROLATUM—8 bbls, Pernambuco; 3 bbls, Macelo
SODA, CAUSTIC—30 dms, Para
WAX—35 cs, Pernambuco; 23 cs, Macelo

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Los Angeles Coast Trade

GASOLINE—50,929 bbls, Portland/Seattle; 90,292 bbls, Seattle; 2,895 bbls, San Diego; 1,798 bbls, San Diego; 60,836 bbls, Seattle; 7,930 bbls, San Diego; 3,400 bbls, San Diego; 1,451 bbls, San Diego; 2,158 bbls, San Diego; 35,800 bbls, Seattle; 79,256 bbls, San Francisco; 54,737 bbls, Seattle
OIL, DIESEL—5,624 bbls, Portland/Seattle; 1,393 bbls, San Diego; 1,400 bbls, San Diego; 1,659 bbls, San Diego; 20,283 bbls, Seattle; 1,500 bbls, San Diego; 1,467 bbls, San Diego; 23,800 bbls, Seattle; 21,621 bbls, Seattle
FUEL—68,193 bbls, Portland; 25,028 bbls, San Diego; 66,018 bbls, Seattle; 1,800 bbls, Seattle; 8,022 bbls, Seattle
FURNACE—15,018 bbls, Seattle; 1,420 bbls, San Diego; 2,927 bbls, San Diego; 475 bbls, San Diego; 2,435 bbls, Seattle; 15,000 bbls, Seattle

Johnson Re-elected Head Of Pacific Insecticide Group

The Pacific Insecticide Institute has re-elected Esler Johnson, of John Powell & Co., San Francisco, president. Other officers named were:—Vice-president, H. W. Gibbs, of the Sherwin-Williams Company, Oakland, Calif.; secretary-treasurer, E. R. de Oug, consulting entomologist, San Francisco.

Salesmen With Nothing to Sell

—Continued from page 7

Leland I. Doan

General Sales Manager

The Dow Chemical Company

Midland, Mich.

In these times of severe dislocations in industry, when every division of American business is called upon to make readjustments to new conditions, the task of the sales department has become especially difficult. Irate buyers, absorbed in their own problems, with their own businesses threatened, cannot be expected to understand easily why their regular suppliers might refuse orders or delay shipments.

Complaints have been numerous, often vociferous, and some wags have gone so far as to rechristen the sales department the "Order Refusal Department." In this situation it is easily understandable why salesmen feel discouragement and a sense of futility, resulting often in neglect to maintain customer contacts rather than "face the music." Such an attitude may be understandable, but it certainly is not excusable. That it should exist at all, however, indicates that we have left something to be desired in our efforts.

Perhaps in the years back of us we have overemphasized the "taking-orders" aspect of the salesman's function. Perhaps we have forgotten that a salesman sells much more than his product. He sells his company, its policies, its ideals, its ambitions, its role in the industrial life of this country. This type of selling is of great value to the company—so much so that the good-will it helps to create is measured in dollars and cents among the assets of the firm. Now, when this good-will is threatened, this type of salesmanship is more necessary than ever before.

But that is not all. Equally important in these changing times is the maintenance of contacts with customers and prospects so that the company policy may be adjusted to the shifting trends in the market. Naturally, no one can foresee what the future will bring out of the uncertainty and flux of present conditions, but we believe that the company keeping its men in the field, with their fingers on the pulse of the market, will be the first to find out.

The present "oversold" condition of industry has not obviated the need for the sales staff. Far from it! Only now our objectives—not our duties—have been shifted. We are still investigating our prospects, still selling good-will, in a market which is far from saturated with it.

Arthur J. Campbell

General Sales Manager

American Cyanamid & Chemical Corporation

New York

It seems to me that the expression, "the salesman with nothing to sell," is a contradiction in terms. Even in normal or depressed times the good salesman sells more than the products; he sells his company, its policies, its service. Today, faced with an insufficient supply of many products, he has to sell the other components with more vigor than ever before, not only to maintain the good-will and confidence of his customers, but, in addition, to build up these vital assets in preparation for the buyers' market that is to come. But just as the proof of the product is performance, so also good-will must be built on the basis of performance, and not mere sales talk.

When a seller introduces a new product he attempts to design, to formulate, and to merchandise it in such a way as to give the buyer what he wants. Similarly, in these times the seller must adapt himself to the buyer's needs and demands. We know that purchasing agents today are too busy for "just happened to be in the neighborhood" calls; that they expect salesmen to respect the buyer's time and to call only when they have something to sell or something to tell. We also know that buyers always welcome the salesman who can keep them informed on trends and conditions in the salesman's specialized field, who can offer advice on the economical use of scarce materials and that of substitutes, who can assist them in the intricate problems of priorities. We know that buyers expect to be kept informed on the status of their unfilled orders, and welcome full and specific information. We know that buyers expect salesmen to study the customer's problems of production and sales and give the buyer the benefit of their specialized knowledge and experience.

Thus we have a pretty good idea of what the customer wants—which is more than we can always say when we introduce a new product. It is a fairly simple matter, then, for the salesman to follow through; for even though we may not be able to deliver the materials, we can supply the service the buyer demands—and service is not subject to shortages or priorities; the supply is limited only by the salesman's ingenuity and diligence.

Though no invoices are rendered for the intangibles which today's salesman must sell, if his efforts result in a spirit of intimate partnership between buyer and seller, an attitude of mutual respect and confidence, these certainly can be entered on the balance sheet as genuine assets, to be drawn upon when the problem becomes one of finding "work for the buyer with nothing to buy."

Myron T. Bennett

Assistant Manager

Pigment Division

The New Jersey Zinc Sales Company

New York

We are using our men in a very similar manner as heretofore, mainly keeping in touch with customers and handling their problems.

C. L. Gabriel

Manager of Sales Promotion

Commercial Solvents Corporation

New York

By "Work for the Salesman with Nothing to Sell" you must be referring only to goods—chemicals chiefly—in the case of readers of OPD, for today the salesman has the opportunity to sell services which should greatly benefit him when his products again are available.

The invisible barrier which often is raised between buyer and seller is down. The customer is looking for materials. He will tell the salesman what he is trying to get, and often the latter may be able to suggest new sources of supply or substitutes. Thus the seller has the chance to learn something about the buyer's products and business, which is almost as important as a knowledge of the affairs of his own firm.

The salesman should make frequent calls on his customers to keep them informed of changes in the supplies of products he is selling. If the situation is becoming tighter, the buyer may want to purchase less of other materials which are compounded with those of the seller, and vice versa.

This is the ideal time for the salesman to call attention to his company's newly developed products, even though not available in quantity. The buyer is interested because he realizes his research chemist may be able to make new compounds from them, and production of these after the emergency should prove profitable while his "run-of-the-mill" products will be difficult to sell at a fair price.

It is evident that this is a golden opportunity for the salesman to cultivate the friendship of the purchasing agent through helpful services. The fair-minded buyer will not forget and, all conditions being equal, will favor this man with business when goods are plentiful and competition is strong.

M. Q. Macdonald, counsel of the National Paint, Varnish and Lacquer Association, is home again after a period of hospitalization, including an operation. It is expected that a fortnight or so of convalescing will put him in tiptop condition.

Business Wants and Offers

Minimum rate (up to 36 words), without display, $2.00 per insertion; 25c for each additional 6 words
Payable in advance at 59 John Street, New York

Agencies Wanted

ESTABLISHED CINCINNATI firm covering part of Ohio would be interested in representing producers of raw materials used in the paint, ink, paper, rubber, soap or other industries. BOX 445, Oil, Paint and Drug Reporter.

NEW YORK JOBBING and importing firm established over twenty years is interested in securing new connections for the sale of raw materials, by-products or chemical specialties. BOX 461, Oil, Paint and Drug Reporter.

Agents Wanted

WE DESIRE reliable broker to represent us for the sale of chemicals, waxes, gums, shellac, drugs and cocoa. BOX 458, Oil, Paint and Drug Reporter.

Capital Offered

MEMBER of a Stock Exchange firm is interested as principal in furnishing limited amounts of capital to several established businesses possessing possibilities. Reply in detail—principals only. Box 156, General Post Office, N. Y.

INTERESTED EXPLOITING new processes chemical, pharmaceutical with immediate commercial possibilities. BOX 459, Oil, Paint and Drug Reporter.

DESIROUS ACQUIRE or exploit new chemical and pharmaceutical processes particularly suited to South American existing raw materials. BOX 462, Oil Paint and Drug Reporter.

Equipment Offered

FOR SALE:—Two 6x8 ft. pebble mills, 16x40 roller mills, 12x30 roller mills, 9x24 roller mills, 15 to 40-gallon pony mixers, lead mixers. Sell us your surplus equipment. Irving Barcan Company, 30 Church street, New York City.

FOR SALE: One, Day 12x32 in. 5 roller mill, motor driven; pony mixers 8 to 80 gals.; three, Kent 8 in. lab. stone mills; three, Ross, 26 in. stone mills with iron mill feeds; pebble mills, lab. to 700 gals.; Day jumbo jacketed mixers, 700 and 1,250 gals.; thirty, filter presses, 12 in. to 36 in.; powder mixers, 100 to 2,000 lbs.; W.&P. mixers, lab. to 200 gals.; copper and aluminum kettles, 10 to 250 gals.; dryers; Sweetland filters, etc. Send for complete bulletins. Brill Equipment Corporation, 183 Varick street, New York, N. Y.

FOR QUICK Shipment—48 in. Tolhurst centrifuge, brass basket; 42 in. Schaum Uhlinger, rubber covered centrifuge; flaking machine 6 ft. diam., 3 ft. face; sulphur burner; 100 and 150 gallon chemical earthenware containers, also tourils; Connersville rotary blowers; large steam driven duplex vacuum pump, suitable for vacuum evaporators. Saginaw Salt Products Co., Saginaw, Mich.

Equipment Offered

FIND what you want right in New York City. Pony mixers, post mixers, Day sifter-mixers, portable mixers, revolvators, jacketed kettles, tanks, three-roller mills, dough mixers. Storms-Harvey Equipment Company, 123 Bleecker street. SPring 7-8955.

FOR IMMEDIATE shipment—One W.&P. jacketed mixer, size 15, type VI, class BB; one W.&P. jacketed vac. mixer, size 15, type VII, class C; Day No. 30 Imperial mixer, jacketed; pebble and ball mills, lab. to 700 gals.; jar mills 1 to 15 gals.; Stokes 2½x8 ft. rotary dryer; vacuum shelf dryers; one link belt 75 ft. slat conveyor, 36 in. wide, motor driven; DeLaval No. 700 centrifuge; pony mixers; lead and paste mixers; powder mixers, up to 3,500 lbs.; varnish kettles; rotex sifters; five filter presses 32 in. sq., also 12 in. to 48 in. sq.; No. 7 and 10 Sweetland filters; 12x30 and 16x40 in. 3 roll mills; iron mills; stone mills 8 in. to 36 in.; Raymond mills No. 00, 0 and 1; jack. agit. vac. stills; kettles and tanks; vacuum pumps; colloid mills; grinders, crushers and pulverizers; centrifugals; tablet machines; disc filters; portable agitators; rotary and centrifugal pumps; powder and paste fillers; bottle fillers and washers. Only partial listing. Write for complete bulletins. We buy your surplus machinery. Stein Equipment Corp., 426 Broome street, New York City.

TANK OFFERED—600 gallon Pfaudler, glass-lined. Upright, four supports, closed head with side entering manhole and gauge glass. Condition like new. Inspection by appointment. Laxseed Company, 625 West 55th street, New York City.

STAINLESS STEEL tanks 50, 100, 200, 300 gallons capacity, new, with conical bottoms and stands. Steam jacketed tank 5 feet deep 9 feet diameter, with slow speed agitator. Sweetland No. 7 filter, like new. Copper evaporator 250 gallons capacity. Portable agitators. Pumps. Motors. Ice machines. Condensers. H. Loeb & Son, 4603 Lancaster avenue, Philadelphia, Pa.

FOR SALE:—1 and 4 gal. jar mills, 3 feet, 6 feet, 8 feet. Hardinge pebble mills, Braun type UA pulverizer, Shriver C. I. filter press 54-30-inch recessed plates, Spencer turbo blower 450 CFM—24 ounces. Lawler Company, Durham avenue and L. V. R. R., Metuchen, N. J.

IMMEDIATE DELIVERY: — Stainless steel tanks, 150, 500 and 2,500 gallon; filter presses, Sperry C.I., 30 in. by 30 in., 60 plates, and Shriver 18 in. by 18 in. C.I., plate and frame; Patterson porcelain lined 35 and 50 gallon pebble mills; new glass lined tanks, 50 and 100 gallon; Karl Kiefer 12 stem rotary vacuum filler; 5,000 to 25,000 gallon steel storage tanks; Day sifters and mixers; copper and aluminum steam jacketed kettles What have you for sale? Machinery and Equipment Corporation, 59 East Fourth street, New York City.

Equipment Wanted

WANTED—Our expansion program requires additional equipment. We need iron and wood filter presses, jacketed kettles, mixer, pulverizer, dryer, etc. No dealers. Send your offerings to Box 442, Oil, Paint and Drug Reporter.

Factories Offered

CONCRETE FACTORY, modern, 72,000 sq. ft. two elevators, sprinklers, 150 h.p. boiler, paved yard, two shipping platforms, light four sides. Unrestricted district Long Island City near bridge Bargain. The R. L. Kraft Company, Woolworth Building. COrtlandt 7-9377.

Materials Offered

FANCY DOMESTIC peppermint and alfalfa leaves. Laforborn Farms, Culver, Indiana.

FOR SALE two tons Franklin brand ouricury wax at 56c. per pound. BOX 460, Oil, Paint and Drug Reporter.

FOR SALE. 6,000 pounds magnesium zinc fluosilicate, manufactured by Pennsylvania Salt Co., 24c. per pound. One 2,000 pound electric elevator from four-story building. One 2,000 pound electric hoist. One 500 pound platform dial scale. Two 15 foot electric portable conveyors. Ten drums dehydrated castor oil (synthenol). Several 15 gallon steel pony mill tubs with handles. Five drums Nuodex driers. One Robinson Mfg. Co. No. 1 unique horizontal batch mixer. BOX 464, Oil, Paint and Drug Reporter.

Materials Wanted

WILL PURCHASE your surplus and discontinued lots of chemicals, oils, waxes, dyes, intermediates, dry colors, greases, metals and other raw materials and by-products. Also entire plants. Consult inventory and plant superintendent. Barclay Chemical Co., Inc., 75 Varick street, New York. Telephone WAlker 5-4250.

HIGHEST PRICES paid for dirty solvents and lacquer thinners. Let us know what you have. We also reclaim dirty thinner for customers reasonably. Plant located in New England, equipped to render efficient service. No quantity too small nor too large. BOX 457, Oil, Paint and Drug Reporter.

Positions Vacant

VARNISH MAKER wanted by old established varnish manufacturer located southern New England, thoroughly experienced in processing natural and synthetic varnishes. Opportunity for advancement. Box 444, Oil, Paint and Drug Reporter.

Positions Vacant

CHEMIST:—Exceptional opportunity for alert, resourceful young man to work in the laboratory of a progressive Baltimore paint manufacturer. Replies confidential. State age, education, experience and salary desired. BOX 452, Oil, Paint and Drug Reporter.

SALESMEN for water soluble and other gums, casein, animal blue, waxes, spices and foodseeds, contacting consumers, jobbers, etc., metropolitan area, wanted by New York importing house, commission basis. Give references, previous connections and present occupation, first letter. BOX 456, Oil, Paint and Drug Reporter.

MODERATE SIZE eastern paint and varnish manufacturer is looking for a man who knows the business from manufacturing to sales, and able to take entire charge. This is an old established plant, running profitably. Owner wishes to devote his time to other interests. To the man that can qualify, we would be willing to work a profit sharing arrangement. Replies must be in detail to receive consideration. BOX 463, Oil, Paint and Drug Reporter.

CHEMIST WANTED:—We desire to find a chemist who had quite some experience in sulfonation, fusing and chlorination—one with bookknowledge alone will not do. Such man can build with us his own future. He may not earn a big salary at outset, but when his talents are proven, he will find himself in a comfortable berth, even with liberal stock-ownership of the corporation and opportunity to become general manager. We would prefer a Gentile and would not object to a German-American. BOX 465, Oil, Paint and Drug Reporter.

Positions Wanted

ALL AROUND shader for all kinds of paints, enamels, lacquers. Knowledge of roller mills and general paint plant operations. A-1 reference. Will locate anywhere. Capable of being foreman and getting production. BOX 447, Oil, Paint and Drug Reporter.

Services Offered

CHEMIST and chemical engineers—if you are now unemployed send your complete chronological record of education and experience to Chemist Advisory Council, Room 811, 60 East 42nd street, New York City.

Surplus Stock

CHECK INVENTORIES! We purchase any quantity surplus chemicals, colors, pigments, oils, waxes, drugs, pharmaceuticals, and all basic raw materials, as well as by-products, residues and wastes of all kinds. Entire plants bought. Eastern Color & Chemical Co., 143 Nassau street, New York City. COrtlandt 7-7441.

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Ten Weeks' Delivery is a SAD ANSWER when a plant wants to double production but unfortunately most new machinery manufacturers are forced to reply in just that manner. HOWEVER, production engineers who have purchased FMC GUARANTEED EQUIPMENT even during the days of plenty KNOW where to get GOOD GUARANTEED MACHINERY in a hurry. Large stock of wanted units still available. WHAT DO YOU NEED?

PULVERIZERS Grinders, Hammermills, etc. for every purpose; state materials and screen.

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MIXERS Dry Powder, Pastes, Jacketed or not; from 25 lbs. to 3000 lbs.

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4—4 ft. x 6 ft. Iron Oliver Filters.
8—2,000 lbs., 1,200 lbs., 800 lbs. Dry Powder Mixers.
2—Devine 5 ft. by 33 ft. Rotary Vacuum Dryers; other smaller sizes.
1—Oates 10 ft. copper Calandria Pan; other Vacuum Pans, 50 to 500 gals.
12—Ball Mills, 10 gals. to 500 gals.
7—3-Roller Mills, up to 16 by 40.
1—W. & P. Vacuum Mixer, 100 gals. other W. & P., 2 gals. to 2,000 gals.
1—450 gal. Nickel Jacketed Kettle.
1—Stokes 90-C Auto. Tube Filler, Closer, Clipper.
1—Pneumatic Scale Packaging Unit.
2—1,800 gal. Pfaudler glass lined Tanks.
1—200 gal. stainless steel jack. Kettle.
1—Proctor & Schwartz 24 Truck Dryer, 4,166 sq. ft. tray surface.
10—300 gal. Copper closed tin coated Tanks.
2—166 gal. Aluminum Kettles; 1—150 gal.; 1—80 gal.; 1—60 gal.; 1—20 gal.
2—24 in. dia. and 1-30 in. dia. Badger all copper Distillation Units, comp., other sizes up to 72 in.
5—300 gal. Pfaudler Water Jacketed Kettles, m.d., side agitators.

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